

# GRAIN DEALERS JOURNAL

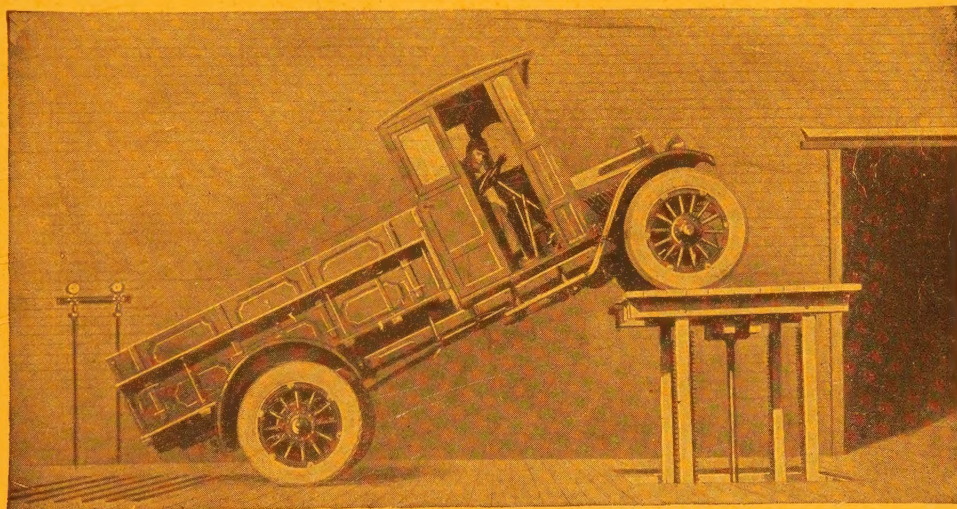
Vol. XLVI. No. 4.

Chicago, Ill., U. S. A., February 25, 1921.

Price \$2.00 Per Year. 15 Cents Per Copy.

## Right Now Is the Time To Buy a Trapp Dump

We have lowered our prices; as we fully expect lower operating expenses, for labor and raw materials, to prevail. YOU CAN TAKE ADVANTAGE OF THIS REDUCTION and make a substantial saving; you should take up with our offer at once, because we cannot guarantee for how long a period our new price schedule can remain in effect. For the present, however, it will pay you well to buy either a Trapp Auto-Truck Dump or a Trapp Combination Truck and Wagon Dump at once; as we have made a decided reduction from former prices.



### *The reputation of the Trapp Dump is firmly established*

Trapp Dumps, of both types, are used to advantage practically everywhere—in all the important wheat raising sections; and we will give you the name of the elevator, nearest your town, in which we have installed a Trapp Dump; you can drive over and inspect it thoroughly. You will be much interested in the interlocking gear system that holds the dump-lift platform absolutely secure and solid, and positively prevents the dump-lift from becoming loose or dangerous after months of constant use.

### *Trapp Dumps will handle trucks of all makes, lengths, and weights*

moreover, you can always depend on them. You would have entire control over all movements of the Trapp Dump. You operate it by turning the air valve. The front ends of trucks can be elevated quickly; but the Trapp Dump-lift descends, and lowers the trucks, gradually and slowly; so there is no possible chance of any falls, jars or damage of any kind to the delicate mechanism of your patrons' trucks. By reason of

the special features, and devices, peculiar to our patents; i. e., the Trapp interlocking gears at all four corner posts of the dump-lift; the flat, horizontal, lift-platform, instead of an inclined plane; and the fact that all the power is concentrated directly underneath the front ends of the trucks—these are a few points about the construction of Trapp Dumps that make them always essentially safe, dependable, and efficient!

**SEND TO THE MANUFACTURERS** for specifications in detail; and our new list of prices. You will need a Trapp Dump this season—**YOU SHOULD ORDER AT ONCE**, and greatly improve your equipment and your service to your patrons.

**Trapp-Gohr-Donovan Company**  
1125-27-29 North 22nd St. OMAHA, NEBRASKA



# MEMPHIS

is the gateway to the mixed feed consuming territory of the Southeast, while on the other hand it is admirably located to draw grain from the large grain raising sections of the Middle West and Southwest. This location, which is served by 12 trunk line railroads and the great Mississippi river, has greatly aided Memphis merchants in developing the feed manufacturing industry.

If there is further information you desire regarding this market, and how it can be of service and profit to you in the handling of your grain shipments, get in touch with any of these Merchant Exchange Members. They will gladly give you more Memphis Facts.

**John Wade & Sons, Inc.**  
Grain, Feed, Flour

**Edgar-Morgan Co.**  
Mixed Feed Mfrs.

**L. P. Cook**  
Receiver and Shipper

**U. S. Feed Co.**  
Grain, Hay, Millfeed

**Pease & Dwyer**  
Grain, Mixed Feed

**International Sugar Feed Co.**  
Feed Manufacturers and Grain

**Walter M. Browne**  
Brokers and Commission, Consignments

**Sessum Grain Co.**  
Grain, Mixed Feed

**Delta Flour & Feed Co.**  
Flour, Feed, Meal, Grains

**L. B. Lovitt & Co.**  
Cottonseed and Peanut Products

**Mississippi Elevator Co.**  
Grain Dealers, Feed Mfrs.

**Quaker Oats Co.**  
Feed and Cereal Mfrs.

**Clark-Burkle & Co.**  
Grain and Hay

**H. J. Hasenwinkle**  
Consignments

**Denyven & Co.**  
Broker and Commission

**E. E. Buxton**  
Broker and Commission Merchant  
Consignments Solicited

**Royal Feed & Milling Co.**  
Mixed Feed Mfrs.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

## ALBANY, GA.

Bush, V. R., flour, feed, grain broker.  
Georgia Commission Co., mdse. and grain brokers.  
Martin & Co., Roy, broker, grain and feedstuffs.

## ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*  
Moore-Lawless Grain Co., cosgmts., futures, prt. wres.\*

## ATHENS, GA.

Callaway Grocery Co., The, whole. gro., grain, feeds.  
Hinton & Co., O. R., mdse. and grain brokers.  
Steedman, Wm. B., grain, feed broker.\*  
Webb Brokerage Co., grain, flour, feed specialty.  
Wier Feed & Grain Co., whole. grain, feed, flour.\*

## ATLANTA, GA.

Commercial Exchange Members.  
Brooke & Co., T. H., grain, hay, flour, c/s pdts.  
Fain Grain Co., W. L., flour, feed, field seeds.\*  
Gregg & Son, J., wholesale brokers, grain, hay.\*  
Leonard & Sons, J. T., feedstuffs, mdse. brokers.  
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.  
Smith, Edward B., broker, grain, hay, flour, mxd. feed.  
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.\*

## AUGUSTA, GA.

Board of Commerce Members.  
Clark Milling Co., dealers grain & feedstuffs.\*  
Cranston & Co., A., brokers, grain, hay, feed.  
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.  
Eve & Co., H. C., grain, grain pdts., mdse., brokers.  
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.  
Lamb & Hollingsworth, brokers, grain, flour, feed.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers, exporters.\*  
Baltimore Pearl Hominy Co., corn products.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahy & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.\*

## BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

## BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

## BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Ceall Brokerage Co., grain, hay, millfeed brokers.\*  
Cosby Flour & Grain Co., W. M., grain, flour crn. ml.\*  
Guice, Edward T., flour, grain, feed broker.\*  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Morgan & Co., B. C., broker, grain, feed, flour, hay.\*  
Ramsey & Co., J. E., mdse., grain, feed, flour broker.  
Southern Grain Co., grain, hay, feed.  
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.\*  
Tennessee Mill & Feed Co., feedstuffs.  
Western Grain Co., mfrs. mxd. feed, crn. meal, grts.\*  
Wood-Crabbe Grain Co., mfrs. crn. ml. grts., gr., hay.\*

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaguin, Matthew D., grain brokerage commission.\*  
Jaquith, Parker, Smith & Co., wheat, barley, mltlo.\*

## BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.  
Ogg, C. D., mdse., grain & feedstuffs.  
Taylor, C. A., grain, hay, feed broker.

## BUFFALO, N. Y.

Corn Exchange Members.  
Armour Grain Co., grain merchants.\*  
Bruso, O. A., grain—strictly brokerage.  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Doerty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Gee-Lewis Grain Co., barley and rye.\*  
Globe Elevator Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKellen, Inc., J. G., receivers and shippers.\*  
Kennedy & Co., Chas. wheat a specialty.\*

## BUFFALO (Continued)

Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Seymour-Wood Grain Co., consignments.\*  
Taylor & Bourneque Co., grain merchants.  
Townsend Ward Co., The, consignments.\*  
Urmston Grain Co., grain commission.\*  
Watkins Grain Co., consignments.  
Whitney & Gibson, consignments.\*

## CAIRO, ILL.

Board of Trade Members.  
Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Magee-Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.

## CARROLLTON, MO.

Claiborne Commission Co., commission merchants.\*

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

## CHATTANOOGA, TENN.

Grain Exchange Members.  
Chattanooga Feed Co., grain, feed, hay, cowpeas.  
Hood Feed Co., flour, feeds, field seeds.  
Lookout Brokerage Co., grain, feeds, mdse.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Bridge & Leonard, commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Hunter Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Requa Bros., wheat a specialty.  
Rumsey & Co., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers, shippers.\*  
Udike Grain Co., consignments.\*  
Leland & Co., E. F., grain and seeds.\*  
Zweig & Co., Harry A., cash grain only.

## CINCINNATI, O.

Grain & Hay Exchange Members.  
Bingham-Scholl Co., grain merchants.\*  
Early & Daniel Co., grain, hay, feed.\*  
Mutual Commission Co., hay, grain and feed.\*

## CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, revrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevator Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

## COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.\*

## COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.\*

## COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.\*  
Dexter & Hamburger, grain, hay, feed, flour brokers.\*  
Joseph Co., Dan., grain, grain products.\*  
Watkins & Co., L. C., mdse. and grain broker.

## CRAWFORDSVILLE, IND.

McCordle-Black Co., grain commission merchants.\*

## CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.  
Lyle-Taylor Grain Co., whole. grain, hay, feeds.

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

## DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain and hay.  
Ayres Merc. Co., The F. C., grain, flour, feed.  
Best & Co., J. D., corn, oats, barley.  
Conley-Ross Grain Co., The, grain and beans.  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator. We buy and sell grain and beans.\*  
Elder Grain Co., F. W., "Always Working."  
Flanley Grain Co., wholesale grain.  
Gallagher Grain Co., grain merchants.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaul-Dinsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Scott-George Grain Co., receivers and shippers.\*  
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*  
Thompson Merc. Co., The W. F., wholesale hay.

## DES MOINES, IOWA.

Board of Trade Members.  
Anderson Co., D. L., grain merchants.  
Iowa Grain Co., receivers and shippers.  
Lockwood, Lee, grain, millfeed broker.  
Marshall Hall Grain Co., grain commission.  
Taylor & Patton Co., corn and oats.  
Tower, C. A., grain broker.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain, hay consignments a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

## DUBLIN, GA.

Barton, J. W., commission merchant.  
Farmers Co-op. Elevtr. & Mills, grain and feed.\*  
Peacock, R. T., broker.  
Pope, J. T., flour and corn miller.  
Smith Brothers, brokers, mdse., grain, feedstuffs.\*  
Walker, C. L., merchandise broker.

## DULUTH, MINN.

Board of Trade Members.  
Mitchell Co., W. C., grain commission.\*  
White Grain Co., shippers all grains.\*

## FLOYDADA, TEXAS.

Marshall Grain Co., shippers of mltlo.\*

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.  
Rothschild Brokerage Co., grain, c/s pdts., rice b/p.\*

## FRANKFORT, IND.

McCordle-Black Co., grain commission merchants.\*

## GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.  
Gadsden Brokerage Co., feed, fr., hay c/s pdts.

## GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

## GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

## GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.\*

## HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*  
Koehler-Twisdale Elevator Co., grain dealers.\*  
Moritz Grain Co., C., wholesale grain.\*  
Sexson, C. R., grain.

## HATTIESBURG, MISS.

Merchants Grocery Co., whole. grocers, grain, fd., fr.

## HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.\*

\*Member Grain Dealers National Association.



# Directory of the Grain Trade

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## HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

## HUTCHINSON, KANS.

Board of Trade Members.  
Ayres Grain Co., grain merchants.\*  
Beyer Grain Co., consignments, mill orders.  
Bolton-Hall Grain Co., grain merchants.  
Central Grain Co., The, buyers for mills.  
Davidson Grain Co., receivers and shippers.  
Farmers Co.-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Goffe & Carkner, private wire.\*  
Hausam-Bateman & Co., grain buyers and sellers.  
Hayes Grain Co., John, grain merchants.  
Hinman-Yates Grain Co., receivers & shippers.\*  
Hutchinson Grain Co., grain merchants.  
Hutchinson Term. Elvtr. Co., consignments.\*  
Kelly Milling Co., Wm., millers of hard wheat.  
Jay Hausam & Company, grain merchants.  
Jennings Grain Co., C. D., consignments.\*  
Kansas Grain Co., buyers and sellers.  
Larabee Flour Mills Corp., hard wheat millers.  
McClure Grain Co., B., buyers and sellers.\*  
Oswald Grain Co., dark hard turkey wheat, specialty.  
Pettit Grain Co., L. H., grain merchants.  
Prairie Grain Co., buyers & sellers milling wheat.  
Rock Milling & Elevator Co., receivers and shippers.  
Russell Grain Co., commission merchants.  
Southwest Grain Co., receivers and shippers.  
The Security Ele. Co., receivers, shippers milo kafir.  
Union Grain Co., grain merchants.

## HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlsr. gr. & gr. pdts.  
Lyle & Lyle, whole, grain, hay, feedstuffs.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Belt Elevator & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.  
Cleveland Grain & Milling Co., grain commission.  
Evans Grain Co., W. R., commission and brokerage.\*  
Goldberg Grain Co., consignments.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hoosier Grain Co., consignments only.  
Kendrick & Sloan Co., Inc., grain and hay.  
Kinney Grain Co., H. E., receiver and shipper.\*  
McCardle-Black Co., grain merchants.\*  
Meznie Grain & Bkg. Co., Carl D., grain commission.\*  
Montgomery & Tompkins, receivers and shippers.  
Probst & Kassebaum, Inc., hay, grain, feed.  
Shotwell & Co., C. A., grain & hay.  
Steinhart Grain Co., commission and brokerage.\*  
Urmston Grain Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*  
Stockbridge Elvtr., track buyers, sellers, gr. & sds.  
Wagner-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.  
Royal Feed & Mfg. Co., mixed feed mfrs.\*

## JACKSONVILLE, FLA.

Hulsey-Bessent Co., hay, grain, produce brokers.  
Savage & Redavats Co., merchandise & grain brokers.  
Smith Co., C. E., gen'l brokers, Havana & Miami.\*  
Wilson & Parker Co., brokers, grain, feed, hay, etc.\*

## JASPER, ALA.

Acuff, J. D., buyer white milling corn.  
Robins, J. H., grain, hay, feed, flour broker.

## KANSAS CITY, MO.

Board of Trade Members.  
Alfalfa Grain Pkts. Co., everything in the feed line.  
Beyer Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Claiborne Commission Co., commission merchants.\*  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkner, receivers and shippers of grain.\*  
Hall-Baker Grain Co., consignments.  
Hipple Grain Co., feterita, kafir, milo.  
Larabee Flour Mills Corp., The, mlsr. "Larabee Best."  
Logan Bros. Grain Co., receivers and shippers.\*  
Mensendieck Grain Co., consignments.\*  
Miller Grain Co., S. H., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moritz & Co., C., consignments.  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roehen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Sculiar Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., shippers (a specialty).\*

## LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

## LINCOLN, NEBR.

Grain Exchange Members.  
Ewart Grain Co., wheat, corn, oats, rye, barley.\*  
Foster, E. D., feeders supplies.  
Lincoln Grain Co., grain merchants.\*  
Wright-Leet Grain Co., receivers and shippers.

## LITTLE ROCK, ARK.

Grain Exchange Members.  
Caple & Stockton, hay, grain, feed.  
Farmer Wilson Co., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.  
Wilson Co., John R., grain brokers.

## LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Fruechtenicht, Henry, grain, feed, hay.  
Kentucky Public Elevator Co., storers and shippers.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MACON, GA.

National Milling Co., mfrs. mixed feed.  
Mott Brokerage Co., hay, grain, flour, feed broker.\*

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MEMPHIS, TENN.

Merchants Exchange Members.  
Browne, Walter M., broker & com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
Clark-Burkle & Co., grain and hay.  
Cook, L. P., receiver and shipper.  
Davis & Andrews Co., grain, mixed feed.\*  
Delta Flour & Feed Co., flour, feed, meal, grains.  
Denyven & Co., brokers and commission.\*  
Edgar-Morgan Co., mixed feed manufacturers.  
Hasenwinkle, H. J., consignments.  
International Sugar Feed Co., feed mfrs. and grain.  
Lovitt & Co., L. B., cotton seed and peanut products.  
Mississippi Elevator Co., grain dealers, feed mfrs.\*  
Pease & Dwyer, grain, mixed feed.  
Quaker Oats Co., feed & cereal mfrs.  
Royal Feed & Milling Co., mixed feed mfrs.  
Sessum Coal & Grain Co., grain, mixed feed.  
U. S. Feed Co., grain, hay, mill feed.\*  
Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MERIDIAN, MISS.

Board of Trade Members.  
Anderton & Co., W. A., whole brokers, gr., hay, fd.  
Elkin-Henson Grain Co., gr. mxd. fd., hay, etn. sd. pts.  
George Co., The A. H., grain dlsr., mxd. fd. mfrs.  
Gibson Brokerage Co., J. A., grain & mdse. brokers.  
Harris, John H., grain and mdse. brokers.  
Hayward & Scott, grain brokers & mfrs. agents.  
Lyle Grocery Co., The Tom, who. gro., grain & hay.  
Lyons & Co., A. J., whole, gro., grain, feed.  
Meridian Grain & Elvtr. Co., gr. dlsr., mxd. fd. mfrs.  
Meyer Bros., wholesale groc., grain, feed.  
Smith Brokerage Co., grn., gr. pdts., hay, etn., sd. pts.\*  
Turgis Co., grain dealers, mixed feed mfrs.\*  
Snowden Com. Co., grain, hay, rice brokers.  
Threefoot Bros. & Co., whole, grain, feed, fr., gro.\*  
Tutt Grain Co., J. B., grain, fd., c/s products dlsr.  
Queen City Feed Co., grain, hay, flour, corn meal.  
Winner-Klein & Co., whole gro., grain, feed.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

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Harrison, Ward & Co., receivers & shippers.  
Luke Grain Co., grain commission.\*  
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McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Shaffer Grain Co., J. C., receivers & shippers.\*  
Slack, L. E., consignments solicited.  
Turner Hudnut Co., receivers and shippers.  
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Worth-Gyles Grain Co., grain commission.  
White Grain Co., consignments solicited.

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McKay, Donald, grain and millfeeds.  
Magee & Co., Geo. A., receivers & shippers.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Standard Hay & Grain Co., grain and hay.  
Stites, A. Judson, grain & millfeed.\*  
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Heck & Co., W. F., grain, hay, millfeed.\*  
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McCague, R. S., grain, hay.  
Rogers & Co., Geo. E., grain & hay.\*  
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Clark Burdg Grain Co., consignments.\*  
Clark Grain Co., C. M., all kinds grain and feed.  
Craig Grain Co., J. W., consignments and mill orders.  
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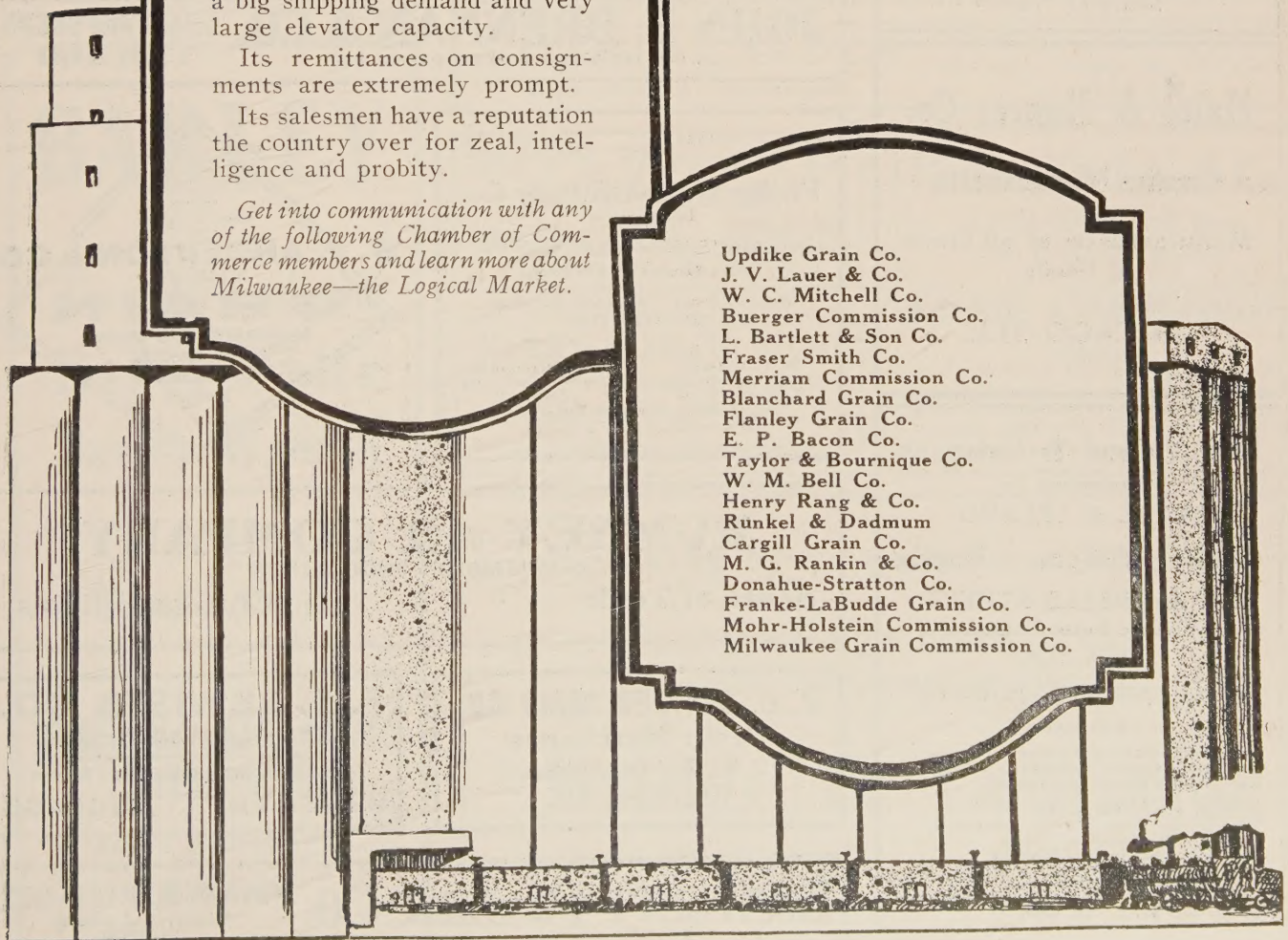
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**The Geo. F. Gano Grain Co.**

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**E. L. Rickel—Grain**

*Receiver and Shipper.*

**Weber Flour Mills Corp.**

*Millers, Exporters, Grain Dealers.*

Board of Trade  
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## DULUTH

Board of Trade  
Members

**WHITE GRAIN CO.**

**DULUTH**

Write for Samples and Quotations

*Shippers*

Fancy Oats Feed Wheat  
Mill Oats Barley  
Screenings Rye

**W. C. MITCHELL CO.**

*Formerly Randa'l, Gee & Mitchell Co.*

Duluth produces large quantities of

**Grain Screenings**

*Let us know your requirements.*

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members



**JOHN WICKENHISER & CO.**

**Wholesale Grain Dealers  
TOLEDO, OHIO**

*We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade*

**Clover Seed**

*International Game, played in Toledo, Ohio. Providence does dealing. When "Seedy" favor*

**C. A. KING & CO.**

*Like Billy Sunday they deal in cash and futures*

WE MUST HAVE the Grain Dealers Journal.—John T. Feighney, mgr. Farmers Union Grain and Elevator Co., Emmett, Kan.

WE THINK we get a great deal of good information from the Grain Dealers Journal.—H. G. Carland, sec'y Geo. O'Dwyer, Inc., St. Maries, Ida.



After such continued decline, consignments should pay best. On that next car.

*"Send it to Zahm"*

**J.H. STREICHER W.W. CUMMINGS**

There is great satisfaction in trusting your CONSIGNMENTS OF GRAIN AND SEED to a firm you KNOW to be RELIABLE,

**H. W. DEVORE & CO.**  
1887 TOLEDO - OHIO 1921

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

**WHY WONDER WHERE YOU CAN GET SERVICE OR SUPPLIES. THE GRAIN DEALERS JOURNAL CARRIES THE ADVERTISEMENTS OF ONLY THE BEST**



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Members**PEORIA**Board of Trade  
Members

Consign Your  
**WHEAT - CORN - OATS**  
TO  
**J. A. McCREERY & SON**  
PEORIA  
"The Top of the Market for You"

**E. B. CONOVER GRAIN CO.**  
Operators of The Conover-McHenry Elevator.  
Storage Capacity, 600,000 Bushels Daily. Handling Capacity, 150 Cars.  
Grain Bought to Arrive or Sold for Shipment.  
Consignments Solicited. **PEORIA, ILLINOIS**

Peoria offers a strong outlet for  
**NEW CORN**  
**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
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**J. C. SHAFFER GRAIN CO.**  
RECEIVERS and SHIPPERS  
GRAIN . . . . . CHICAGO  
No. 9 Jefferson Building, PEORIA, ILL.  
Branches: Rochelle, Streator, Bloomington,  
Springfield, Hoopeston

**P. B. and C. C. Miles**

Established - 1875  
Incorporated - 1910

**Peoria, Illinois**

Handling Grain on Commis-  
sion Our Specialty

**MUELLER GRAIN COMPANY**  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited. Track Bids Made on Request  
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**Turner-Hudnut Company**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**G. C. McFADDEN & CO.**  
Merchandisers of Grain  
Shippers of Corn and Oats  
Members Chicago Board of Trade **PEORIA, ILL.**

**H. D. BOWEN GRAIN CO.**  
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**CONSIGNMENTS**  
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GRAIN MERCHANTS  
CONSIGNMENTS SOLICITED  
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5 Chamber of Commerce. **PEORIA, ILL.**

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**THE BAKER-EVANS GRAIN CO.**  
601 Board of Trade, WICHITA, KANSAS  
**MILLING and EXPORT WHEAT, CORN and MILL FEEDS**

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CONSIGNMENTS  
MILLING and EXPORT WHEAT

**CARROLL GRAIN COMPANY**  
WICHITA, KANSAS  
Receivers and Shippers  
**GRAIN and FEED**

When you see it in the  
**JOURNAL**  
help us by saying so

**HIPPLE GRAIN CO.**  
CONSIGNMENTS  
WHEAT - CORN - OATS - KAFFIR - MILO  
212 Board of Trade, WICHITA, KAN.

**RECEIVERS** who want to reach the regular  
grain dealers of the country  
use space in the  
Grain Dealers Journal

**RECEIVERS, SHIPPERS AND BROKERS**

CONSIGN  
**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
626-8 Murphy Building  
"The top 'o the market to you"

**SWIFT GRAIN CO.**  
Murphy Building  
Detroit, Michigan  
Consign or Ask Us for Bid

WE can handle your consignments, large  
or small, in flour, mill feeds, corn, oats  
and hay. Have good Southern connections.  
Correspondence with samples solicited.  
**VASS MILLING CO.**  
VASS, N. C.

**YOUR MESSAGE** Let the Grain Dealers Journal your message bear  
To progressive grain dealers everywhere.



## RECEIVERS, SHIPPERS AND BROKERS

**Brokers and Dealers**  
**MOORE & COMPANY**  
 Grain Hay Cottonseed Products  
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**MODERN FLOUR MILLS**  
 1,000 Bbls. Daily  
 In the Market for  
**Red Winter Wheat**  
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**SALINA PRODUCE CO.**  
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**All Kinds of Grain**  
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 Terminal elevator capacity  
 250,000 bushels. Buyers and  
 shippers of Corn and Oats.  
 DES MOINES - IOWA

For Accurate Moisture Tests  
 use our Grain Dealers' Air  
 Tight Cans for forwarding  
 your grain samples.  
**ST. LOUIS PAPER CAN & TUBE CO.**  
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**JAQUITH, PARKER, SMITH & CO.**  
 708 Cham. of Com., BOSTON, MASS.  
 We buy all kinds of Grain and Mill  
 Feed, Sample Feed Wheat, Barley,  
 Milo, Kamr Corn, etc., for  
**NEW ENGLAND AND EASTERN TRADE**  
 Send Samples—Write Us

**Cedar Rapids Grain Co.**  
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**E. I. BAILEY**  
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 Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
 Ask for Prices

**CENTRAL MILLS COMPANY**  
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 Send us samples whenever you can offer any grain  
 Byproducts, such as Oat Clips, Barley Chaff,  
 Wheat Scourings and Elevator Screenings.

Solicit inquiries for Natural and Kiln  
 Dried Corn, Country White Oats  
**E. A. GRUBBS GRAIN CO.**  
 Greenville, Ohio

**LANE & SONS GRAIN CO.**  
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**TRUSLER GRAIN CO.**  
 RECEIVERS--SHIPPERS  
 All Grains---All Grades  
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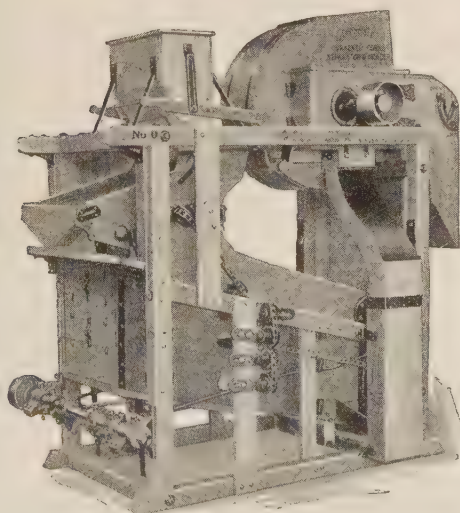
**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
 Brokerage and Commission  
 DOMESTIC and EXPORT  
 505 Chamber of Commerce. Boston, Mass.

**ALFALFA HAY IN BALES**  
 May be treated by the New Process of Injecting  
 Food Values into the Bales to create an econom-  
 ical ration for feeding stock.  
**E. P. MUELLER**  
 5 N. La Salle St. CHICAGO, ILL.

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 Journal** When you write to  
 any of our Adver-  
 tisers; you'll get a  
 prompt reply.

Always in the market for  
 CORN OATS WHEAT  
 RYE BARLEY  
 Get our bids before selling  
**STOCKBRIDGE ELEVATOR CO.**  
 JACKSON, MICH.

**Alfalfa Grain Products Co.**  
 211 Postal Building  
 Kansas City, Mo.  
 "Everything in the Feed Line"



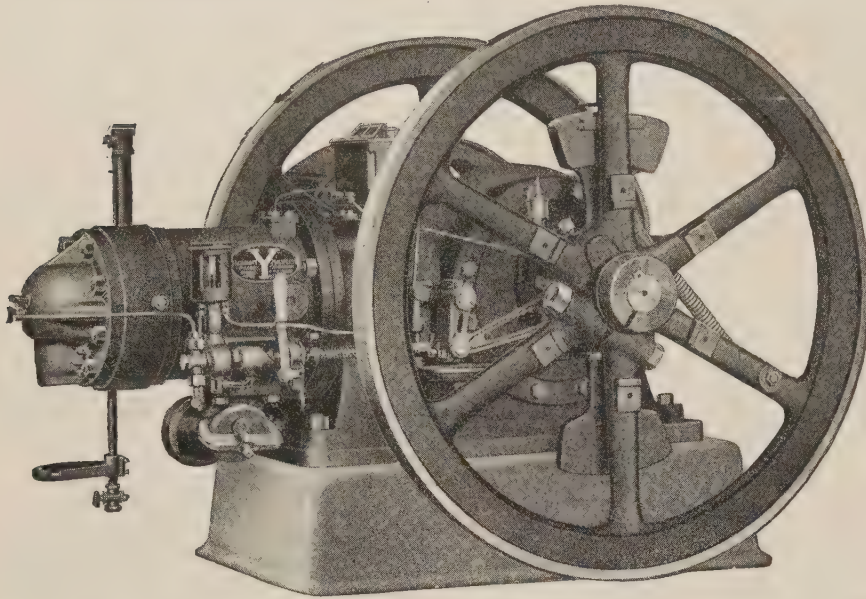
In another month there will be a de-  
 mand for Cracked Corn in grades.  
 The machinery necessary to produce  
 it costs very little compared with  
 the profit resulting.

Communicate with us at once and we will  
 tell you what it costs and how soon it can be  
 furnished.

**Invincible Grain Cleaner Company**  
 SILVER CREEK, N. Y.



## FAIRBANKS-MORSE "Y" OIL ENGINES



**Considers the "Y" to Be the Best Oil Engine Built**

This Elevator owner says:

"It is very economical, requires very little attention and is altogether the smoothest running piece of machinery I have ever seen."

"Y" oil engines, 10 h.p. to 200 h.p., are giving steady, dependable power for mills and elevators. They use low grade fuel oils economically."



# Fairbanks, Morse & Co.

MANUFACTURERS

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THE CANADIAN FAIRBANKS-MORSE CO., LTD., MONTREAL

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

## Order a Nipp Gravity Automatic Combined-Truck-and-Wagon-Dump

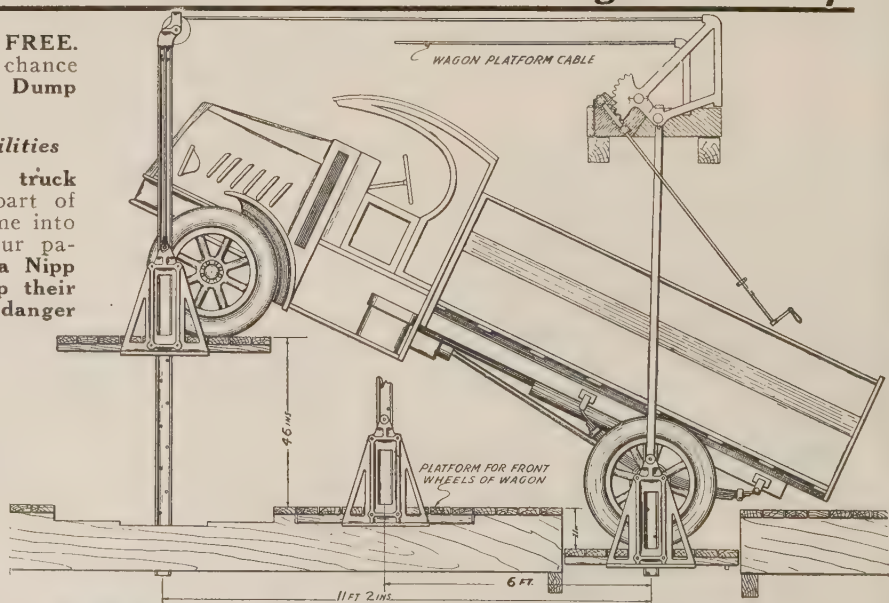
on trial FOR THIRTY DAYS FREE. This will give you an exceptional chance to see just what work the Nipp Dump will do before you buy it.

*You should modernize your facilities especially those in regard to truck dumping; because that is the part of your work during which you come into direct personal contact with your patrons; and you should provide a Nipp Gravity Dump; for it will dump their trucks quickly, yet with no danger whatever.*

*The Nipp Dump requires no power*

of any kind—nothing excepting the weight of the heavily loaded trucks and wagons. **MECHANICAL ADAPTION OF GRAVITY AND LEVERAGE DOES THE WORK.** The Nipp Dump is now ready for immediate shipment.

**ORDER ONE AND GIVE IT A THOROUGH TRIAL for thirty days free.**



## Puritan Mfg. & Supply Co.

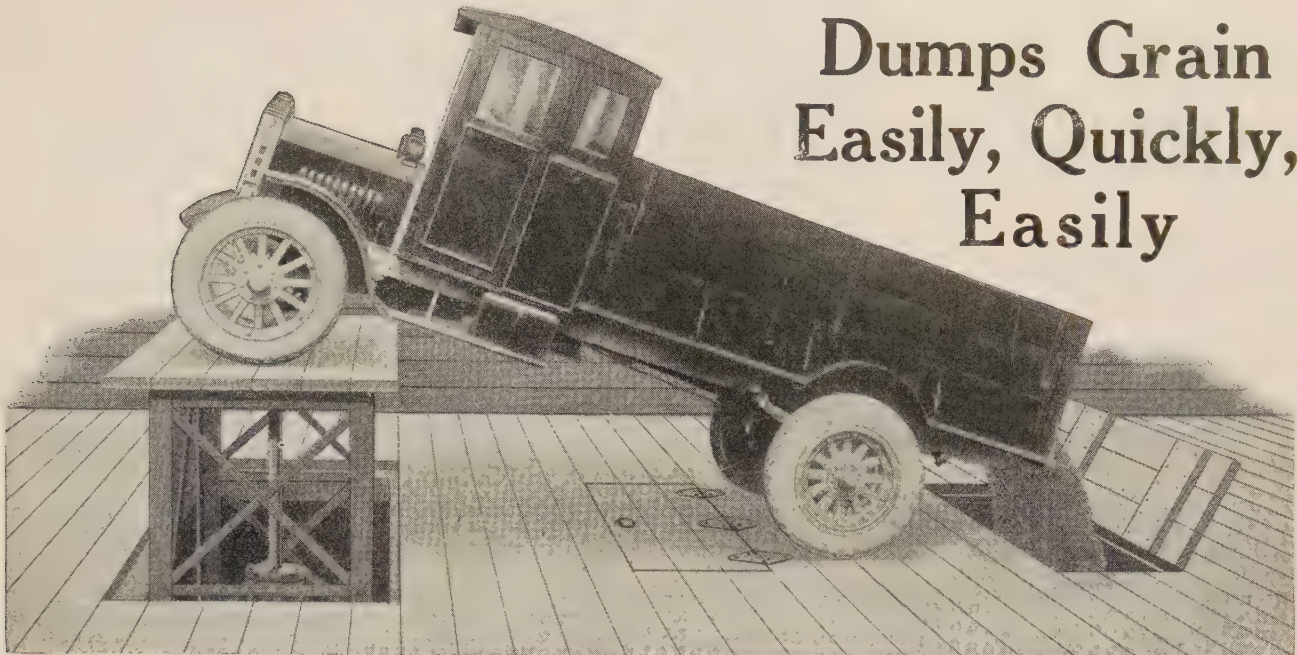
1014 N. 17th Street

Omaha, Nebraska



# THIS NEW ALL-STEEL LIFT

Dumps Grain  
Easily, Quickly,  
Easily



There was a time when elevator men had to buy a new grain spout every time sections wore out, but Kewanee stopped that. Today over 6,000 elevators are equipped with Kewanee Renewable Bottom Grain Spouts, and are saving time, grain and money.

Now comes the new Kewanee 3 in 1 All-Steel Ball-Bearing Lift successfully solving another problem that has bothered elevator owners. For years we have been studying grain dumps, experimenting with them and analyzing their construction. We knew what we wanted—a truck lift without a single weakness, but that would include all the desirable features of every other grain dump made. Kewanee engineers were put on the job to design the best device that could be produced. They succeeded, even beyond our expectation, and here it is.

## DUMPS TRUCKS, WAGONS, SLEDS

The new Kewanee 3 in 1 All-Steel Ball-Bearing Lift is the only dump that, with a single unit, dumps trucks, wagons, and sleds. It is easier, quicker, more economical and safer than any truck dump ever offered to elevator owners. The photograph above shows its simplicity. The front wheels or runners of the vehicle stand on a platform that is elevated by compressed air, and the grain slides out into the elevator pit. Turning an air valve raises the platform to the desired height in a few seconds without jar or jolt. Opening a blow-off valve, the platform gently lowers itself to its original level, and that's all there is to it. Could anything be more simple? No chains, pulleys or overhead framework to break or get out of order. The saving in time alone makes it the most desirable grain dump made—it can be installed in front of your present wagon dump.

### All-Steel Ball-Bearing Construction

Not only is the Kewanee 3 in 1 Truck Lift the simplest dumping device on the market, but the strongest and easiest running. Built entirely of steel, it will support a load of 50 tons, a greater capacity than any other make affords. This extra capacity will take care of future requirements no matter how heavy the truck of tomorrow may be.

Ball-bearing construction is another exclusive Kewanee feature. Between the inner and outer frameworks are built-in high grade ball-bearings. As the platform is raised and lowered it is not only held rigidly in place, but moves easily with almost no friction—that's why less power is required to operate the Kewanee Lift and why it will never become wobbly.

### Absolutely Safe

Another point of advantage of the Kewanee Truck Lift is safety. No chance for truck to slide backward with harm to itself and possible injury to bystanders. Both front and back

wheels always stand on a level plane and never on an inclined platform, as is the case with many other truck lifts. Truck wheels never have to be locked with chains—in fact, it is not even necessary to set the brakes—absolute safety for horses' feet and legs is always assured.

### Investigate This New Lift

Mail the coupon today and learn more about this new, improved truck lift. We want to show you how we have combined all the advantages and eliminated all the weak points in construction of other dumps on the market. It costs only a postage stamp to get this information and you obligate yourself in no way by asking for it. You owe it to yourself and to your business to inform yourself on the most modern methods for improving your dumping facilities.

#### Coupon

Kewanee Implement Co.,  
514 Commercial Street,  
Kewanee, Ill.

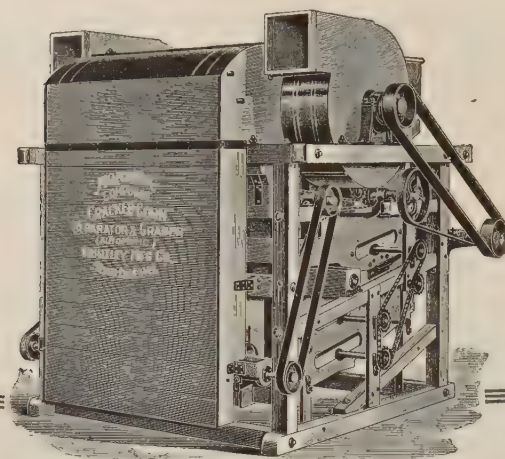
Without obligating myself in any way,  
I would like to learn more about the new  
Kewanee All-Steel Ball Bearing Lift.

**KEWANEE LIFT**  
**All-Steel—Ball-Bearing**  
**KEWANEE IMPLEMENT CO.**  
514 Commercial Street, Kewanee, Ill.

Name .....

Address .....





THE MAN WHO GRADES HIS CRACKED CORN ON THE PREMISES, as his trade demands it, makes a hit with his profit and loss account. There is money in it. But why half do it? The MONITOR gets everything in the proposition in its proper place—

**COARSE, MEDIUM, FINE, MEAL, HULLS, DUST**

all are delivered separately and ready for conversion into cash.

**IT'S THE PROPER MODEL FOR RESULTS**

Canadian Plant,  
**HUNTLEY MFG. CO., Ltd.**  
Tillsonburg, Ont.

**HUNTLEY MFG. CO.**

DEPT. B

**SILVER CREEK, N. Y.**

## Humphrey Elevator

**The Pioneer Employees Belt Elevator**

The employee's Elevator was the invention of **Seth K. Humphrey**, a miller himself, who knew from experience how much energy and valuable time was wasted climbing stairs in mills and elevators.

In 1887, the first **Humphrey** Employee's Elevators were manufactured and installed—and today most of these pioneers are in active use.

From the very start, employers have been quick to see the advantages the **Humphrey** possessed, reducing the costly waste of energy and time while saving its cost many times over.

Other manufacturers have imitated, but **Humphrey** performance and the high standard of **Humphrey** quality have grown to mean so much that all employees elevators are often referred to as **Humphrey**.

**There is only one Humphrey**—made by the Humphrey Elevator Co., at Faribault Minn., with representatives in principal cities. That's why we say

*If not made by Humphrey Elevator Co  
it's not a genuine Humphrey*

**HUMPHREY ELEVATOR CO.**

SOLE MANUFACTURERS

FARIBAULT

--

MINNESOTA



## ACCOUNT BOOKS FOR GRAIN DEALERS

**GRAIN RECEIVING BOOK Form 12 AA** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

**GRAIN SHIPPING BOOK Form 14 AA** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales and Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under **Returns** are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

**COMPLETE SET FOR \$6.25**

**GRAIN DEALERS JOURNAL**

305 So. La Salle Street, Chicago, Ill.



**OUR MOTTO** for over twenty-five years has been **SAFETY FIRST.**

During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

## Confirmation Blanks

### Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¾".

Order Form 6 CB, Price 90 cts.

**Grain Dealers Journal**  
305 S. La Salle Street CHICAGO, ILL.

## Some Are Doing This to Reclaim Wheat from Tailings

You can greatly increase the capacity of your present separators by allowing them to tail over wheat and use a small **DISC SEPARATOR** to reclaim the wheat from the tailings. It gets every kernel.

This method will give you cleaner wheat as well as increased capacity. Or preferably clean **ALL** of your wheat by disc separation.

Disc  
Separators  
Now Made  
in All  
Sizes

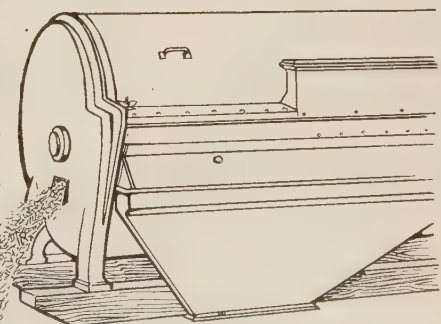
*Give us your name in  
the space below and  
we will send you full  
information.*

## THE NEW CARTER DISC SEPARATOR

"A HAND PICKED SEPARATION"

Carter-  
Mayhew  
Mfg. Co.,  
Minneapolis

In Canada: manu-  
factured and sold  
by Strong - Scott  
Mfg. Co., Ltd.,  
Winnipeg



THE  
TAIL-  
INGS  
ARE  
FREE  
OF  
WHEAT

Carter-Mayhew Mfg. Co.,  
Minneapolis

Gentlemen: Please send us full information regarding your separator for reclaiming wheat from tailings.

Name .....

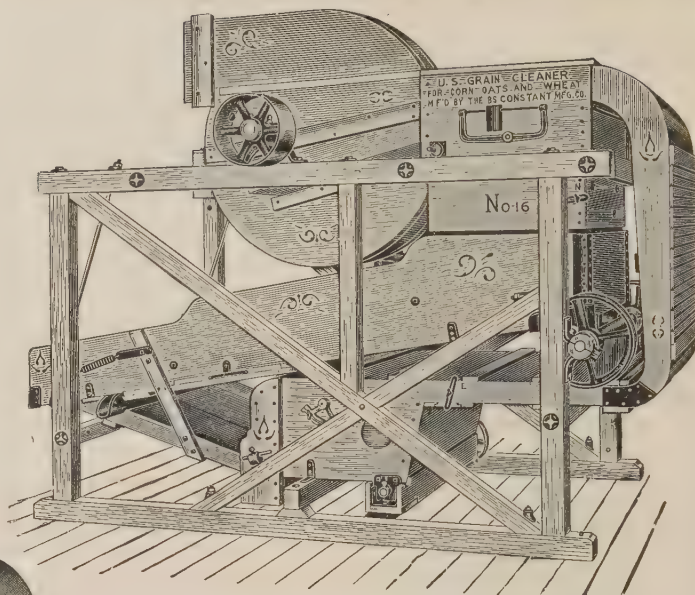
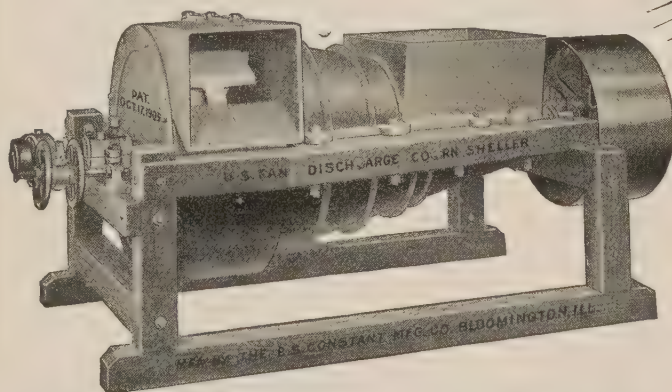
Address .....



# CLEANING AND SHELLING

the two most important operations in handling grain through an elevator—they should be the most efficient. Your desire for greater shelling efficient will be gratified if you install

## The U. S. Corn Sheller



## The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance and has built up a reputation for operating efficiency and economy unequaled by any other. Send for our catalog describing these and other grain elevator machinery.

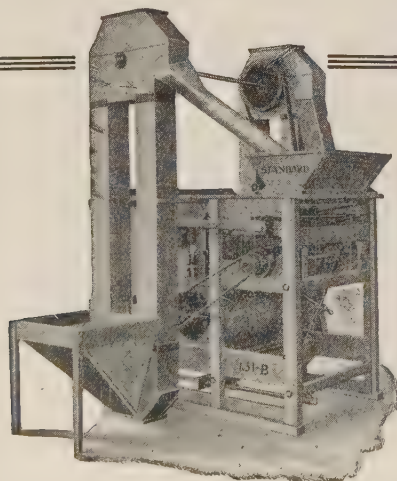
**B. S. CONSTANT MFG. CO.**  
Bloomington, Ill.

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

# STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

**The International Mfg. Company**  
CRESTLINE, OHIO



# WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books  
Attrition Mill  
Bag Closing Machine  
Bags and Burlap  
Bearings { Ball  
                  Roller  
Belting  
Boots  
Buckets  
Car Liners  
Car Loader  
Car Mover  
Car Puller  
Car Seals  
Cleaner  
Clover Huller  
Coal Conveyor  
Conveying Machinery  
Distributor  
Dockage Tester  
Dump { Auto Truck  
          Wagon  
Dump Controller  
Dust Collector  
Elevator Leg  
Elevator Paint  
Feed Mill  
Fire Barrels  
Grain Driers  
Grain Tables

Gravity Cleaner  
Herringbone Reduction Gears  
Lightning Rods  
Manlift  
Moisture Testers  
Oat Bleachers and Purifiers  
Oat Clipper  
Painting or Repairing  
Portable Elevator  
Power { Gas Engine  
          Kerosene Engine  
          Motors  
Power Shovel  
Renewable Fuse  
Rolls for Cracking Corn  
Sample Envelopes  
Scales  
Scarifying Machine  
Self Contained Flour Mill  
Separator  
Sheller  
Sieves  
Siding-Roofing { Asbestos  
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Silent Chain Drive  
Spouting  
Storage Tanks  
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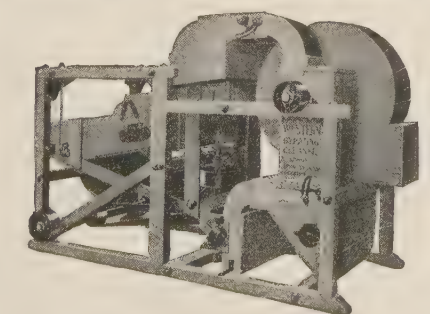
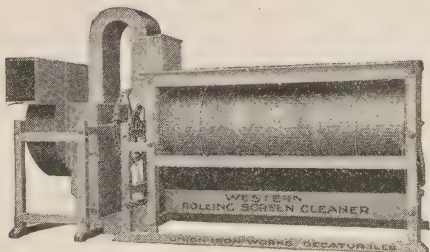
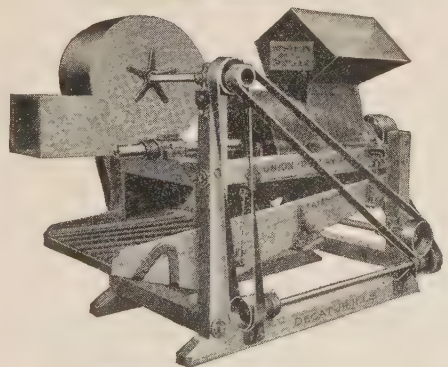
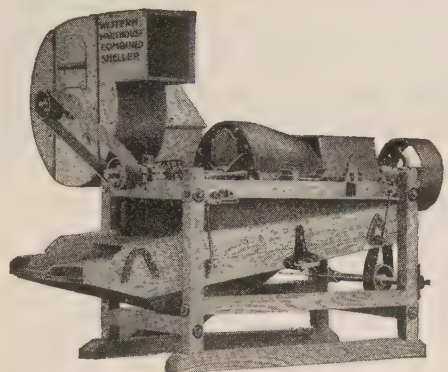
or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

# INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago





**WESTERN**  
**Shellers and Cleaners**  
**RANK FIRST**  
**IN**  
**SERVICE**  
**DURABILITY**  
**AND**  
**EFFICIENCY**

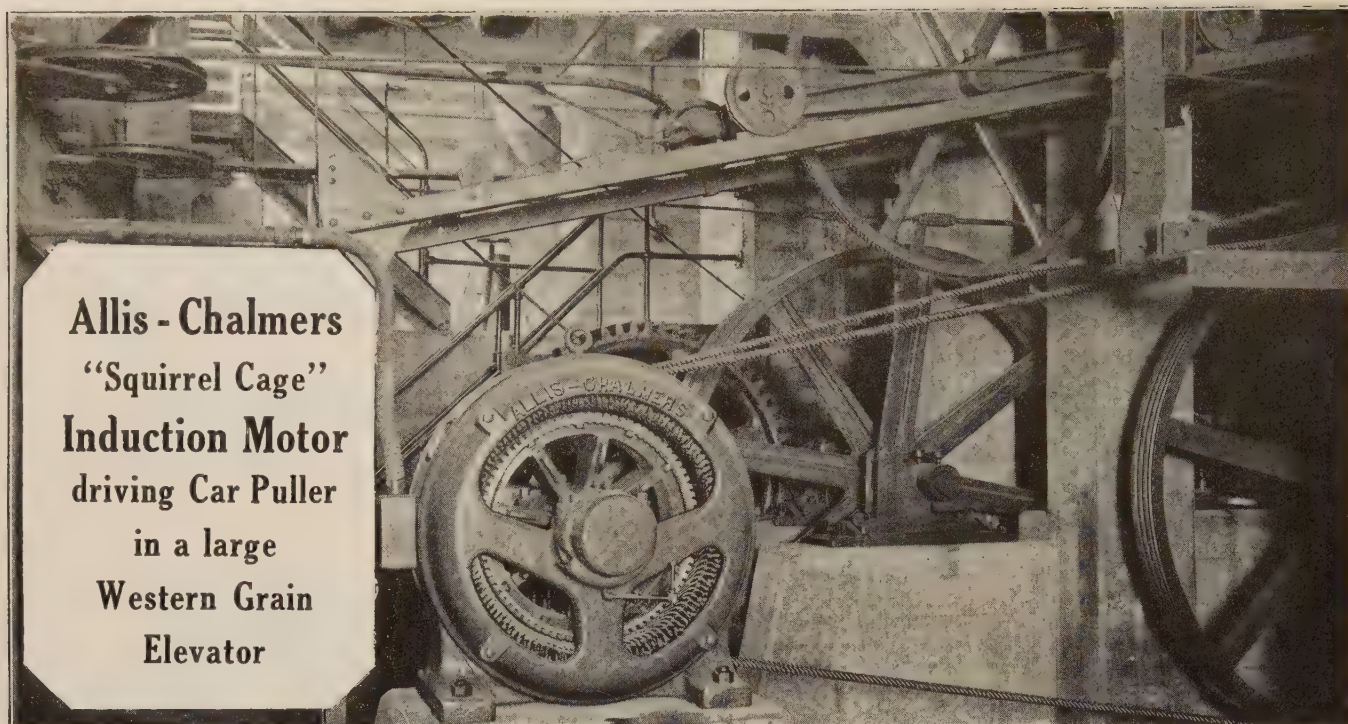
We also manufacture a complete line of Grain Elevating and Power Transmission Machinery. A complete stock is always on hand in our plant, making it possible to offer exceptional service in the way of prompt shipment.

Send for our new catalogue No. 27.

*Give Us a Chance to  
Prove These Statements*

**UNION IRON WORKS**  
DECATUR, ILLINOIS





**Allis - Chalmers**  
**"Squirrel Cage"**  
**Induction Motor**  
 driving Car Puller  
 in a large  
 Western Grain  
 Elevator

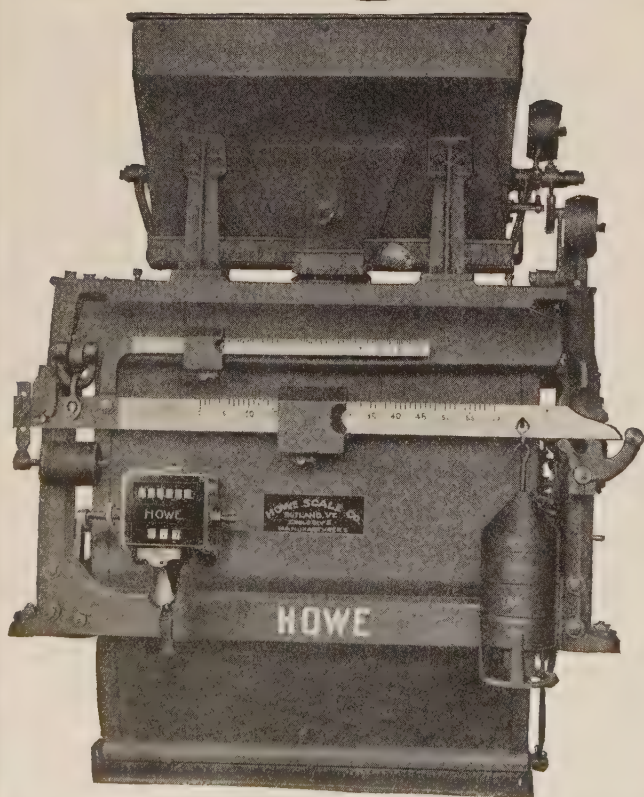
**ALLIS-CHALMERS  
 PRODUCTS**  
 Electrical Machinery  
 Steam Turbines  
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**ALLIS CHALMERS**  
 MANUFACTURING COMPANY  
 Milwaukee, Wisconsin, U. S. A.

*District Offices in All Leading Cities*

**ALLIS-CHALMERS  
 PRODUCTS**  
 Flour and Saw Mill Machinery  
 Power Transmission Machinery  
 Pumping Engines-Centrifugal Pumps  
 Steam and Electric Hoists  
 Air Compressors - Air Brakes  
 Agricultural Machinery  
 Condensers

# Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

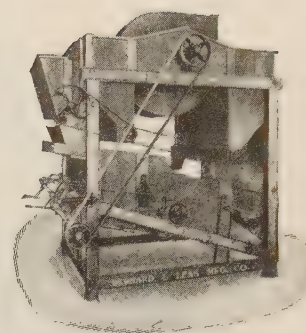
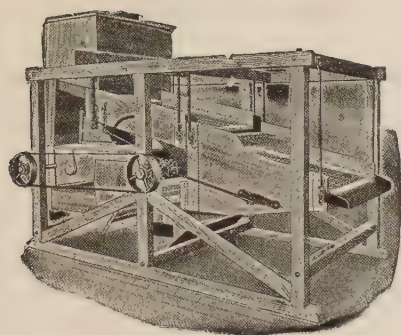
## Howe Automatic Scale

This Company has designed a new double recording counter and ticket printing register combined in one—shown in illustration.

## Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
 CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
 ST. LOUIS MO., 512-514 St. Charles St.  
 DALLAS, TEXAS, 600 So. Ervay St.  
 KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
 PITTSBURGH, PA., 112 Wood St. J. B. Bishop, Mgr.





## For Sixty-One Years Barnard & Leas Mfg. Co. Have Taken The Lead

in the manufacture of modern up-to-date, high-grade Elevator and Feed Mill machinery, and have held the reputation of always being the FIRST to come to the grain dealer's aid in building machinery to make the grain handling business more profitable.

We have also taken the LEAD in REDUCING PRICES to enable our grain dealer friends to go ahead with their new building and remodeling problems, and our office has been flooded with letters of appreciation of this loyal act.

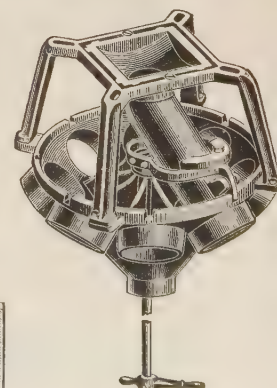
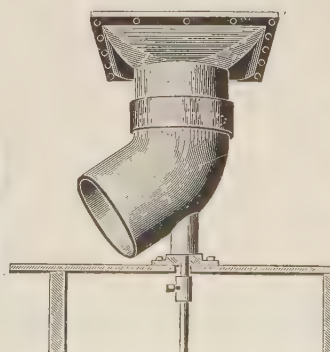
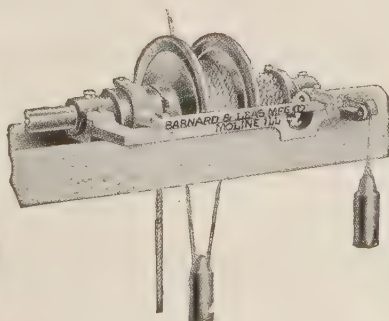
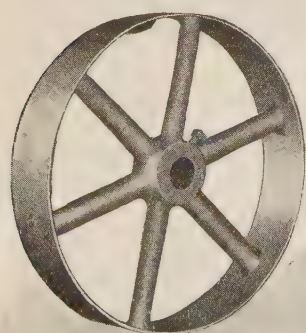
LET US QUOTE ON YOUR REQUIREMENTS NOW



**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.







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In almost every industry, material handling machinery is rapidly replacing costly hand labor, but whether your conveying system will prove a real economy, depends largely upon careful selection of equipment to suit your individual need. This is a most important feature in planning any installation of labor conserving machinery.

Webster engineers have an accurate, scientific knowledge of conveying and elevating problems which comes from a wealth of experience. No matter how complex your problem, or how severe your requirements, Webster Engineers can be relied upon to recommend a conveying system which will deliver maximum service under working conditions where only the best equipment can stand up, month after month, under gruelling work.

Let us help you select the right elevating or conveying equipment so that your satisfaction will be doubly sure.

## The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALES OFFICES IN PRINCIPAL CITIES

**Bauer**  
SCIENTIFIC

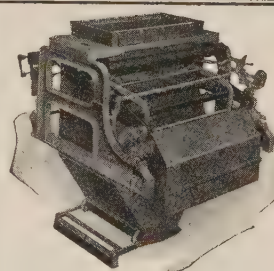
Motor Driven Attrition Mill; also made for Belt Drive.

Of all known methods for grinding feed, the "BAUER" Ball Bearing Attrition Mill has a reputation for best results, thus assuring the continued patronage of your customers.

**THE BAUER BROS. CO.**  
506 Bauer Bldg. Springfield, Ohio, U. S. A.

Makers of Single Disc Mills, Centrifugal Bolt-ing Reels, Corn Crackers, Cake Breakers, Etc.

**SCIENTIFIC**



## RICHARDSON AUTOMATIC GRAIN SHIPPING SCALE

A Practical and Efficient Scale for the Country Elevator

**RICHARDSON SCALE COMPANY**

Passaic, N. J.

Chicago

Minneapolis

Omaha

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## SITUATION WANTED

As manager of country grain elevator by responsible man of experience.

See "Situations Wanted" columns of

**GRAIN DEALERS JOURNAL, CHICAGO**



# Westinghouse

## Electrical Equipment *for* Grain Elevators



*Westinghouse  
Type C S Motor  
driving elevator  
legs in  
Municipal Grain Elevator,  
Astoria, Oregon*

Westinghouse Electrical Equipment for grain elevators possess many time, labor and money saving possibilities that are revealed only by practical application to your individual elevator conditions. If you back your elevator drives with

### **WESTINGHOUSE MOTORS**

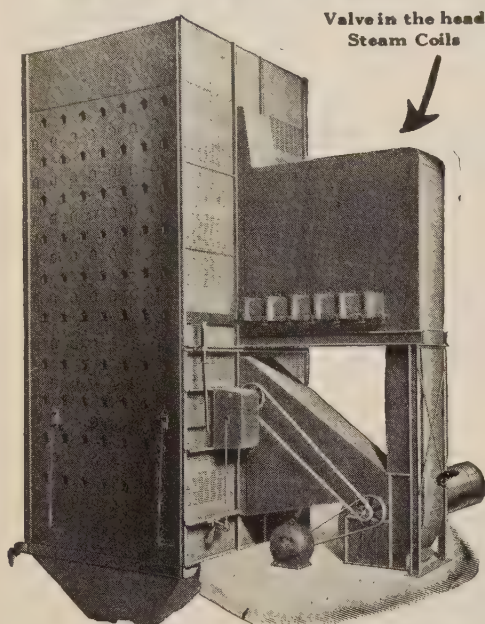
you are assured of unsurpassed efficiency and reliability.

*Write our nearest district office*

WESTINGHOUSE ELECTRIC AND MFG. CO.  
EAST PITTSBURGH, PA.  
*Sales Offices in All Large American Cities*



# MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED  
BUY AN AUTOMATIC MORRIS**

*You will use it every year.*

**AUTOMATIC and SELF CONTAINED**

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of  
Direct Heat Driers**

**THE STRONG-SCOTT MFG. COMPANY**

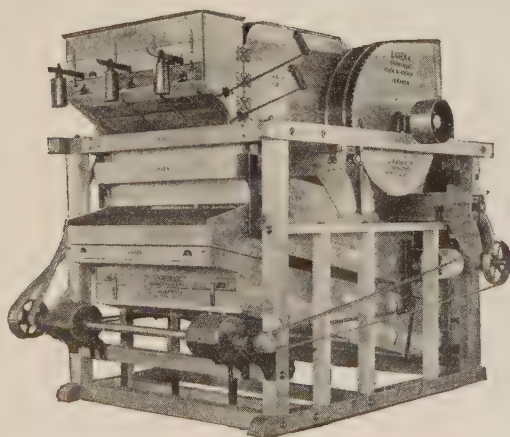
*"Everything for Every Mill and Elevator"*

GREAT FALLS

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**This NEW EUREKA**

*For Cleaning*

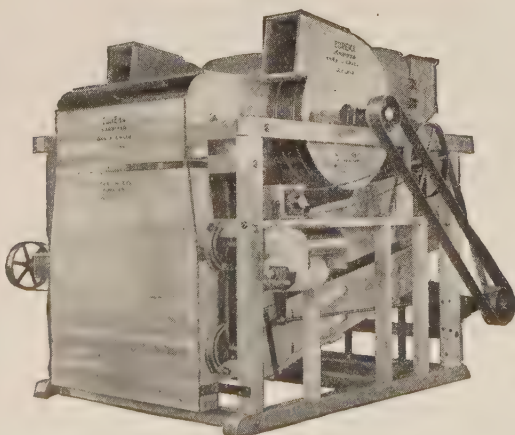
**CORN and SMALL GRAINS**

IS

***A Masterpiece of Efficiency!***

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.



**EUREKA  
SERVICE SATISFIES**



WRITE FOR BULLETIN

**S. HOWES COMPANY, Inc.  
SILVER CREEK, N. Y.**



# 1921 Will Bring PROFITS With A GODFREY CONVEYOR

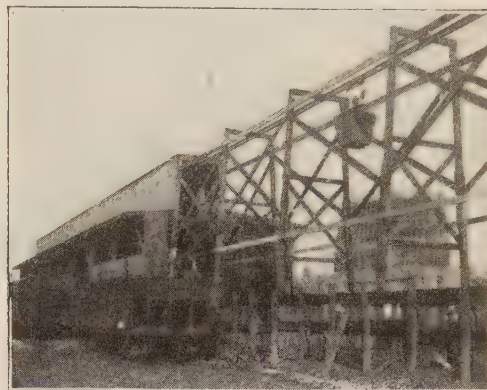
Regardless of the kind of coal you handle, a "Godfrey" will

*Save time and labor  
Eliminate demurrage  
Keep equipment moving  
Increase business capacity*

Only ONE MAN is required to operate a "Godfrey."  
No shoveling.

Write for catalog A-8

**Godfrey Conveyor Company**  
107-127 13th Street      Elkhart, Indiana



Installation showing "Shed Covering" and open storage.  
Coal is deposited in piles under covering of sheds.



A popular type of installation, showing adaptation for  
Silo Storage.

## OUR IMPROVED Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

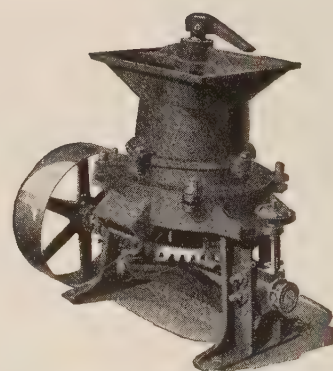
- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:  
411-A contains 100 sets all Form A. Price, \$2.00  
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411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

**GRAIN DEALERS JOURNAL**  
305 South La Salle Street      CHICAGO, ILL.



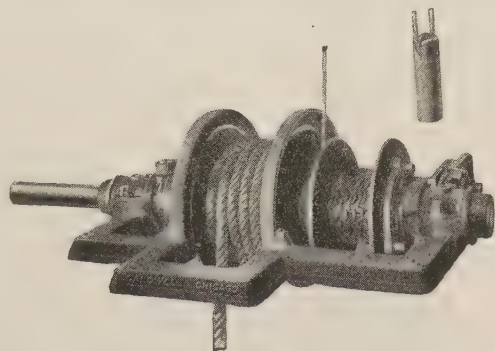
**TRIUMPH  
CORN AND COB  
CRUSHERS  
USUALLY RUN  
FOR AT LEAST  
A GENERATION**

Bulletin giving sizes, capacities  
and dimensions gladly  
mailed upon request.

**THE C.O. BARTLETT & SNOW CO.**  
Main Office and Wcrks: Cleveland, Ohio

No. 1273





## Power Grain Shovels

The improved design Caldwell shovel is preferred because of the simplicity of design and substantial construction. It is heavier and stronger than the older patterns and the winding drum is larger. Those portions of the mechanism subject to shock or unusual wear are made of steel and the frame is what is known as box cross section.

Everything in the elevating and conveying line for your elevator can be furnished by us. Helicoid Screw Conveyor, Conveyor Troughs, and Fittings, Sprocket Wheels, Chain, Elevator Legs, Boots, and Buckets, Friction Clutches, etc.

Send for catalogue No. 45.

**H. W. CALDWELL & SON CO.**

Chicago, Ill.—17th St. and Western Ave.

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## "Standard" Car- Loading Spouts

The spout illustrated is one of the best loading spouts on the market.

Where there is sufficient height to give velocity to the flow of grain, this spout will, when once set, load uniformly without change or attention of any kind.

BIFURCATED

Made to fit any size spout.

Write for prices for dependable, efficient and permanent steel or galvanized iron mill and elevator equipment. Get our quotations.

*Unexcelled Manufacturing Facilities*

**STANDARD STEEL WORKS**

Successors to The Ell-Kay Mfg. Co.

1736 Tracy

Kansas City, Mo.

## CODE WORDS

for

**U. S. Corn, Oats, Wheat Grades**

**FREE**

A supplement to the Universal Grain Code is ready for distributoin. It is free.

**The Universal Grain Code** was compiled especially for the use of the grain and milling trades, and it contains every word, phrase and term in use by the grain trade. The Code makes it possible to keep your business messages private. Its 146 pages contain 13,745 expressions and no two code words are spelled near enough alike to cause confusion. The book is 7x4 $\frac{5}{8}$  inches in size, printed on policy-bond paper, and bound in black, flexible leather. The price is only \$3.00.

Names of purchasers are published in the list of Universal Code Users and distributed to the grain trade free of charge.

**The Supplement** is a four-page folder to be inserted between pages 44 and 45 of Code. It gives a code word for each class, sub-class, and grade of wheat, oats and corn, and for each explanatory term, used in the new U. S. Standards. It is not lawful to sell grain for shipment in interstate commerce by any other grade than those specified in the Standards, and therefore it is necessary to specify those grades when wiring in order that misunderstandings may be avoided. A copy of the Supplement will be sent free upon receipt of an addressed, stamped envelope.

MATFELON in a message means Universal Grain Code.

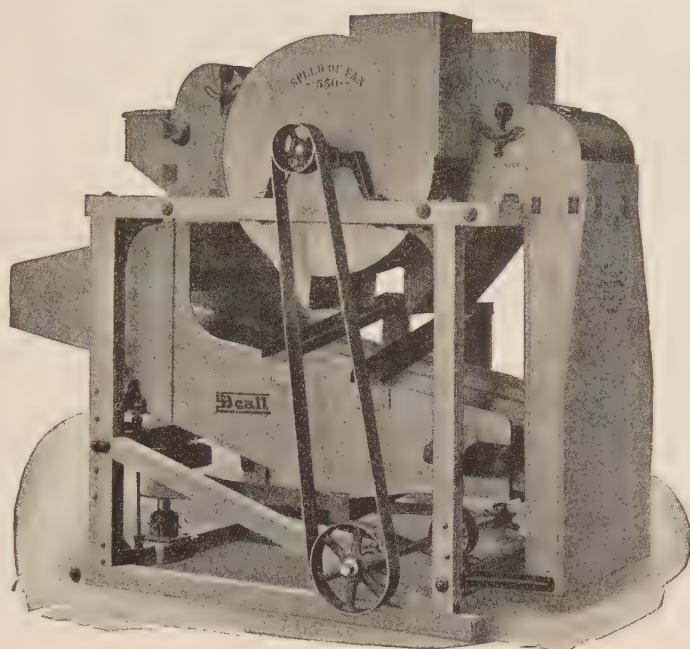
**Grain Dealers Journal**

305 So. LaSalle St.

Chicago, Ill.



# The Beall Grain Separator



*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

**Beall Improvements Co., Decatur, Ill.**

## SPEAR



Sample  
Envelopes



The Best

**Grain Samples Sent the Spear Way  
Always Reach Destination**

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

*Write us for samples and prices today.*

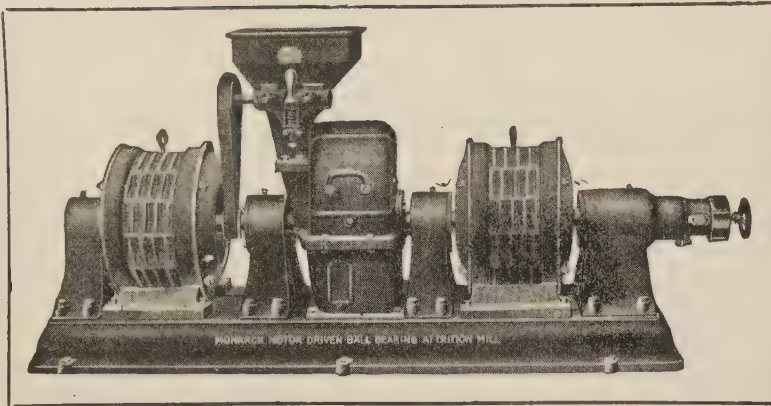
**HEYWOOD MFG. CO.**  
420 N. 3rd St. Minneapolis, Minn.

## Have You Seed For Sale?

## Do You Wish To Buy Seed?

**See our "Seeds For Sale—  
Wanted" Department  
This Number.**





## There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

### MONARCH BALL BEARING ATTRITION MILL

**SAVES TIME**—Requires no tramping.  
**SAVES LABOR**—No worn down bearings.  
**SAVES LUBRICANT**—Uses grease instead of oil.  
**SAVES EXPENSE**—Maintenance cost is small.

**SAVES TROUBLE**—Product always uniform.  
**SAVES DELAY**—Rapid grinding; large capacity.  
**SAVES REPAIRS**—Durably constructed.

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Mill Builders and Milling Engineers

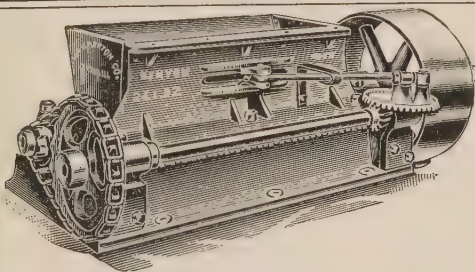
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Main Office and Works: **MUNCY, PA.**

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Strongest and most efficient. Revolutionary design eliminates shutdowns due to breakage by iron objects falling into the crusher. Repairs cost practically nothing.

Send for catalog and full details.

**BURGESS-NORTON MFG. CO.**

512-536 Peyton Street

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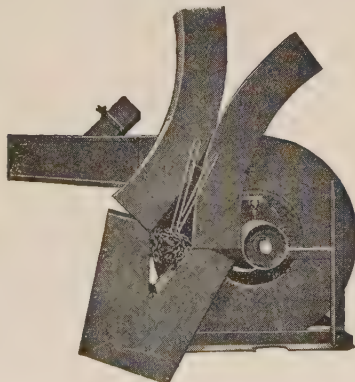
### KIMBALL ELEVATORS & MANLIFTS

Passenger or Freight  
 For Grain Elevators & Mills  
 Electric or Hand Power  
 Complete Line

**KIMBALL BROS. CO.**

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 COUNCIL BLUFFS, IOWA

Branches: 202 Scott Thompson Bldg., Oklahoma City,  
 610 Delaware St., Kansas City, Mo.



30 DAYS TRIAL

### Increase Your Elevator Capacity With a Boss Air Blast Car Loader

Without obligating you in the least we will mail blue print showing how you can continue to receive grain after every bin is full, if you put in this SPECIAL Boss Air Blast Car Loader installation. NO NEED TO SCOOP GRAIN IN A DUSTY CAR.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$180.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

**MAROA MANUFACTURING CO.,**

Dept. G.,

Maroa, Ill.

### Here's a record from The Northwest

The General Manager of a prominent Grain & Elevator Company in the Northwest wrote us recently:

"Otto engines have always given us much better satisfaction than any other engines we have used. Any time we can get an Otto for elevator work we are not going to consider anything else."

Otto owners all over the country have reported thousands of similar records—20 years is not at all unusual. Many of them add, "The engine seems good for twenty more years."

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.

Models up to 50 H. P. in stock.

**Otto Engine Manufacturing Co.**

3219 Walnut Street, Philadelphia, Pa.  
 15-17 S. Clinton St., Chicago, Ill.



Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.



## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES

10,000 SHIPPERS

Are now using them

Write for samples and prices.



INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President

617 Railway Exchange Bldg., CHICAGO, ILL.

## CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.



## THE GRAIN DRIER WITHOUT A BOILER THAT'S A RANDOLPH

Manufactured by  
O. W. RANDOLPH CO.  
TOLEDO, OHIO

## The Automatic Dump Controller



There are dump controllers new,  
And dump controllers old,  
There are dump controllers on the market  
Which are never sold.  
But we are here to tell you,  
So listen! while we say  
"We're over thirty hundred strong  
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

It's a trade getter and plays for keeps.

L. J. McMILLIN

525 Board of Trade Building  
INDIANAPOLIS, IND.

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.  
WICHITA, KANSAS

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.  
MINNEAPOLIS, MINN.

ESTABLISHED 1898

## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

NORTH MILWAUKEE, WIS.

## HALL SPECIAL (ELEVATOR LEG)

Everybody wants superlative capacity, especially when it means no added size or cost. Capacity is wealth. We have so increased capacity in the Hall Special that we attain what is proved to be the greatest elevator leg in the world. The Hall Special has sprung at one bound to the pinnacle place. There is nothing to rival it. Each leg is a study. Each leg is a pattern type.



## THE DISTRIBUTION PROBLEM

Look the Distributor question squarely in the face. What is it you want?

Accuracy—uniform, reliable accuracy, the kind you can count on. Theoretical efficiency, estimated value, probable endurance, they won't prevent grain from mixing in the wrong bin, they won't pay repair nor replacement bills. What you need is a Distributor of proven worth. Men who are Distributor wise choose a Hall.

Hall Distributor Company 222 Railway Exchange Bldg. Omaha, Nebr





## Grain Dust is a Fire Hazard

Wherever it settles.

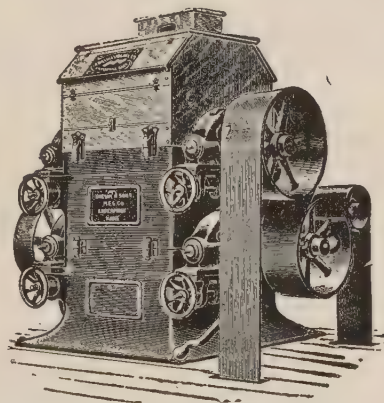
Exposed to ignition by spark and spontaneous combustion a constant menace to life and property.

The only SANE, SAFE thing to do is recover the dust with an all-metal fireproof

**"Knickerbocker 1905 Cyclone"**

Write for Catalog.

**The Knickerbocker Co., Jackson, Mich.**



## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

**J. B. Ehram & Sons Mfg. Co.**

Enterprise, Kansas

## THE RISING COST OF A LETTER

It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred. (This schedule omits cost of dictator's time, the largest item of all.)

	Type Printed	Steel Die Embossed
Stenographic Wages, assuming 50 letters per day, \$15 per week....	\$5.40	\$5.40
Office overhead .....	5.40	5.40
Postage .....	3.00	3.00
Envelope making .....	.08	.08
Paper, high grade, 20 lb.	1.00	1.00
Type Printing Letter Head and Envelope .....	.40	....
Steel Die Embossing Letter Head and Envelope .....	....	.80
	\$15.28	\$15.68

We make anything that is engraved on paper. Business and personal Xmas greeting cards. Samples willingly furnished.

**THE AMERICAN EMBOSING CO.**  
192-96 Seneca Street Buffalo, N. Y.

## SHIPPERS' CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper. Order Form No. 89 SWC. Price \$1.00.

**Grain Dealers Journal, Chicago, Ill.**

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.

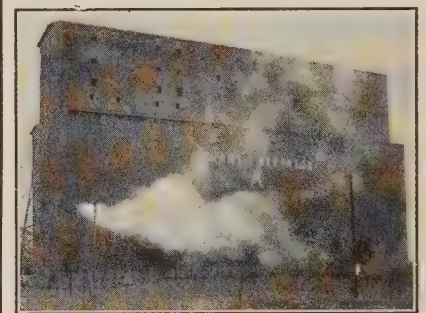


**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock, Ontario



## Judging by Service

If you judge by years of service then you will decide that

## DIXON'S Silica-Graphite Paint

is the paint you should buy. The lowest price per gallon is the highest per year. A quality paint like Dixon's that has been making long service records for over 50 years, and is made in First Quality only, means economical service at low cost. Write for booklet No. 15-B and convincing records.

Made in JERSEY CITY, N. J., by the

**JOSEPH DIXON CRUCIBLE COMPANY**



ESTABLISHED 1827



## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

WE ARE GLAD that there is the Journal to stand up and fight for the grain dealers, especially the little fellows, for we need the help.—S. J. Harned, mgr., Garland Elvtr. & Supply Co., Garland, Ia.

THE GRAIN DEALERS JOURNAL is a great help to any dealer or buyer.—R. A. Hoover, Agt. T. F. Grady, Downs, Ill.



# Ibberson

## Grain and Coal Elevators

### Do You Figure Ultimate Cost or Contract Price for Your New Elevator?

WHEN you invest your money in a new elevator, you naturally want the elevator built for the least possible money consistent with good dependable work. Have you ever stopped to think that the contract price you pay for your new elevator is not always the ultimate cost of your elevator? It all depends on how your elevator is built; whether the contractor knows how; whether the materials are the best obtainable all through and the workmanship the most expert; and then—don't forget the intangible something, the knowing how, the experience gained by long years of building and equipping grain elevators in different climes and under different conditions. All these things are essential factors when you begin to figure the cost of your elevator.

We do not expect you to take our statements. We have hundreds of other men in your line of business, men who have had the same conditions to contend with as you have, and who have had the same problems to solve as you when you are about to build a new elevator. They can give you good dependable advice based on experience not only with our work, but on the average contractor's work. We will be glad to furnish you their names. Let us send you our free book on elevator construction, which will give you information of value to you.



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Practical simplicity  
no superfluous extremi-  
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Six solid inches of  
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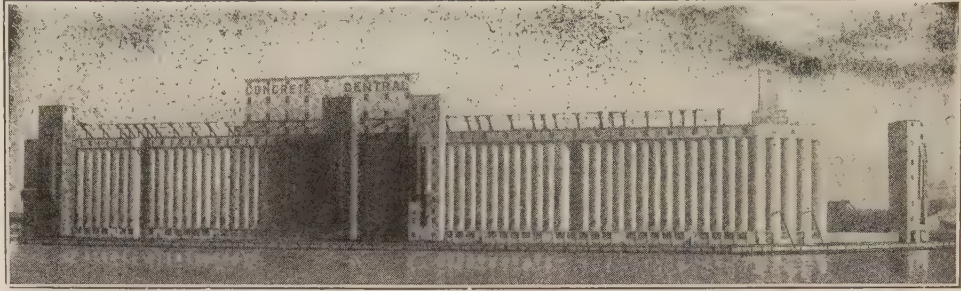


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This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with four

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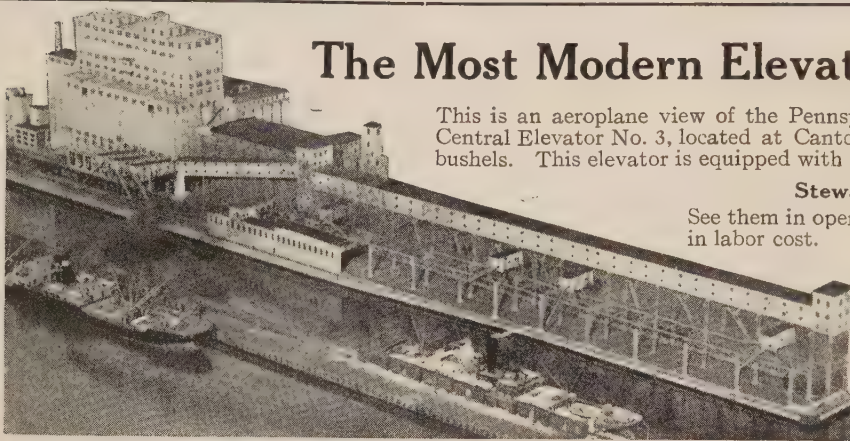
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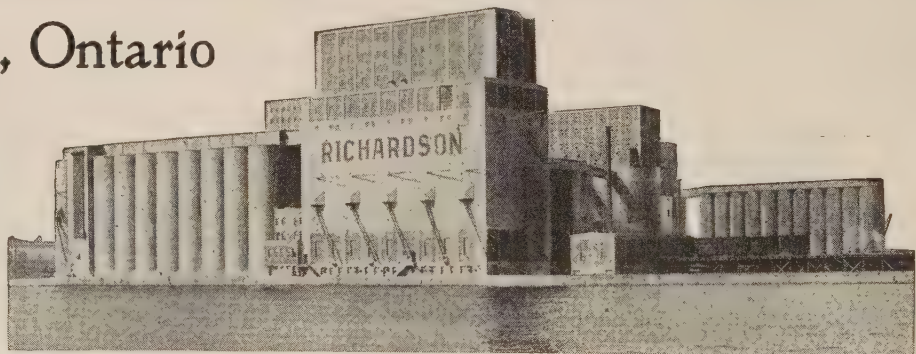
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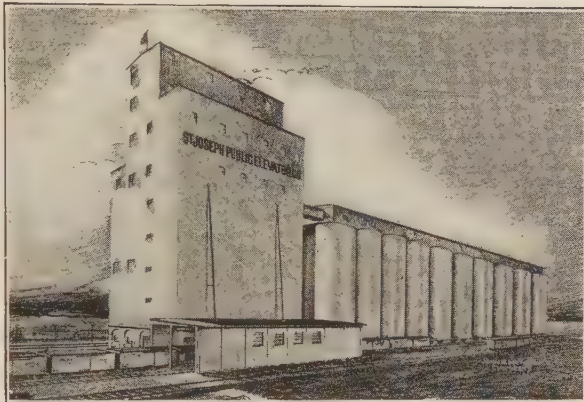
## Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in this field of construction we have sought to establish the fact that

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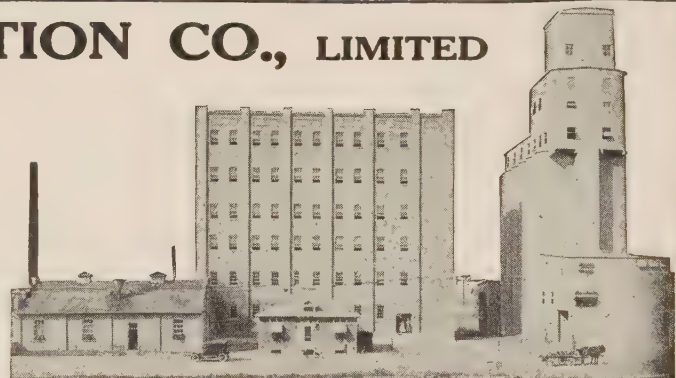
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WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

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Elevator and Mill Designed and Built for Lake of the Woods  
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are designed for use by grain country shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal numbers, at..... station, on..... date; billed shipper's order, notify.....; draft for \$.....; made thru..... bank of.....; to apply on sale of..... bushels made.....

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# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**FOR SALE:** The advantage of dealing with you is being upheld unless you are keeping our readers aware of the fact.

**THREE ILLINOIS** Elevators in choice farming district TO LEASE. For particulars write C. H. Wayne, 103 Sala Apt., Rock Island, Ill.

**FOR SALE**—Fifteen thousand bushel elevator; best wheat belt in Kansas. Price right. Address 46D16, Grain Dealers Journal, Chicago.

**SOUTHWESTERN IOWA**, 7,000 bushel cribbed elevator for sale. On main line—no competition. Best reasons for selling. Address 46A4, Grain Dealers Journal, Chicago, Ill.

**INDIANA** Elevator for sale, 25,000 bushels capacity—electric power. Situated on C. I. & L. Railway in White County, Indiana. This elevator is being sold in the settlement of an estate. Price right. If interested address FARMERS & TRADERS STATE BANK, Monon, Indiana.

**SOUTHERN OHIO** Elevator and Home for sale. 20,000 bushels capacity, in town of 1,000. Excellent grain section, on main line R. R. Electric power, flour, feed, and coal. Tile machinery installed. Priced low to settle estate immediately. H. R. Meredith, Waynesville, O.

**NEW MODERN** Elevator and residence on private land. Located in splendid town within 150 miles of Chicago. Can ship over two railroads. Will sell for \$20,000. Answer quick—this will not last long. JAMES M. MAGUIRE, 432 Postal Building, Chicago, Illinois.

**WESTERN OHIO** (located in corn, wheat and oats belt) 20,000 bushel capacity cribbed elevator for sale, steel covered, metal roof; nearly new. Complete side line in connection. Equipped with sheller, three cleaners and mill; all in excellent condition. Address 46D14, Grain Dealers Journal, Chicago, Illinois.

**MISSOURI**—Two elevators located in Northwest part of state. One has an 8,000 bushel capacity; motor driven, sheller, cleaner, grinder,  $\frac{3}{4}$  acre land, coal sheds and feed house. Other six miles distant, 2,500 bushels capacity, gas power. To be sold together. Make offer. Address 46D87, Grain Dealers Journal, Chicago.

**SOUTHERN KANSAS ELEVATORS and Good Grain, Coal, Feed and Implement business** for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

**NORTH WESTERN OHIO** Steel Covered Elevator of 16,000 bushels capacity with Flour, Feed, and Coal business in connection, for sale. Located in a good town of eight hundred population and in the best grain section of this State. Electric power installed and building and machinery in excellent condition. Good reasons for selling. Address Power, Box 11, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** Elevator for sale at a bargain if taken soon. Located in the best grain country on the I. C. R. R. Can load from this point to all southern markets. Capacity 15,000 bushels; in A-No. 1 condition; electric power; Hoepner Automatic Scale; on own ground. Handle about 250,000 bushels annually; coal sheds handle two thousand tons of coal. Price and terms right. Address 46C20, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

70,000 Bushel Elevator for sale. Located within 75 miles of Chicago in good town. Station handles 500,000 bushels annually. One competitor. Good coal business and small stock of lumber. Good modern elevator, office and corn cribs. A splendid proposition. Write, or come and see me about it. James M. Maguire, 432 Postal Bldg., Chicago, Ill.

**SOUTH CENTRAL KANSAS** Elevator for sale. 8500 bushels capacity; ironclad construction; 12 horse power Fairbanks Oil Engine. Office and Scales included. Located on Mo. Pacific R. R. in good town with fine schools and churches, and in the heart of the wheat belt. Town has electric light plant. Good reasons for selling. Can be bought right. Address W. S. Gibbons, Penalosa, Kansas.

**SOUTHEASTERN MINNESOTA** Elevator on the C. M. & St. P. R. R. for sale. This plant has been a money maker for the owner for the last twenty-seven years and it is only because of ill health that he is willing to sacrifice this property. The elevator has a capacity of 30,000 bushels; is equipped with a 10 h.p. Goss Engine, cleaner; coal sheds in connection. Open for inspection. One other grain firm handling grain at this station. If interested write O. M. ROWLEY, Wykoff, Minn.

**SOUTHWESTERN OHIO** Warehouse and Elevator for sale. About 40 miles north east of Cincinnati, on branch of Penna. R. R. Village station with Church, School, Telephone, Telegraph, Express Office, Electric Light and Power. Pleasant neighborhood in good grain country. About 6 acres of land. Separate office of two rooms with scales under roof. Engine, sheller, cleaner, dumps. Everything in 1st class condition. Examination of books will show has been money maker. Reason for selling—death in family. Price \$8000. Address 46D21, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** Elevator for sale. Frame house of 9,000 bushels capacity. Gasoline power, Western Sheller and Cleaner and Boss Car Loader. On own ground. Office 14x24; Implement House 36x70; Double Deck Lumber Shed on leased ground at \$10.00 per year—55x90. 7-room two story residence, with 1 and  $\frac{1}{3}$  acres of ground. All buildings in good condition. One good competitor in grain; no competition in coal, farm implements or lumber. Located in good farming community in Central Illinois. Reasons for selling, poor health. Stock on hand will invoice about \$15,000 and that is all that is asked for this establishment. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

**MINNESOTA ELEVATOR FOR SALE.** The property consists of the following: frame elevator of 6000 bushels capacity;  $\frac{1}{2}$  h. p. gasoline engine; Fairbanks Scales; Cowan Dockage Tester; and other necessary equipment. Is now being run with a gas engine, but a 6,600 volt electric line is in the course of construction which will furnish connection for elevator, —all of which has been paid for and will be included in the deal. This is an excellent location for a small feed mill,—and we handle some coal. Elevator is on N. P. R. R., but we own the lot. A living house can be rented within 100 feet of the elevator for about \$10.00 per month. THERE HAS NEVER BEEN A CROP FAILURE IN THIS SECTION. This station handles about 50,000 annually, is in very fine country with excellent fishing and hunting close by. For further particulars write C. R. Donnelly, 723 W. Lincoln Ave., Fergus Falls, Minn.

## ELEVATORS FOR SALE.

**IOWA ELEVATOR and Coal Business** For Sale. Address X, Box 8, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA** elevator of 25,000 bushels capacity for sale. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.—46A13.

**SOUTH DAKOTA**—My elevator at Holmquist, South Dakota, for sale. 20,000 bushel capacity, cribbed house and coal shed, in fine condition. One of the best wheat points in S. D. To close partnership. Carl Helgeson, Holmquist, S. D.

**NORTHWESTERN OHIO** Elevators for sale, lease or trade. Located in the Corn, Wheat and Oat Belt. Elevators in good condition. Will sell, lease or trade one or four. Write G. T. MORROW, Francesville, Ind.

**KANSAS CITY:** Elevator 100 miles south of Kansas City for sale. 15,000 bushels capacity; fully equipped with modern machinery; also large warehouse. Everything in good repair. Best farming section in Missouri—big corn crop ready to move. Box 157, Clinton, Mo.

**TWO SOUTHWESTERN IOWA** elevators for sale. On main line and at adjoining stations. One in a county seat town with no competition. Good feed, hay and coal business in connection. Big crops. Good reasons for selling. A rare bargain if taken at once. Address 46A12, Grain Dealers Journal, Chicago, Ill.

**TWO TWENTY** thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

**ILLINOIS** Elevator located in Central Illinois on I. C. R. R. for sale. Elevator in A-No. 1 shape; equipped with 15 h.p. motor; 2 dumps and two legs; 30,000 bushels capacity. Town of 550 population; good schools, both grade and Community high school. Also stock of lumber—if purchaser cares for same. Address 46C31, Grain Dealers Journal, Chicago.

**SOUTHWESTERN OHIO, BUTLER COUNTY,** Elevator for sale. Elevator built in 1916 with steel siding and roofing; is on the C. L. & N. R. R.; has a capacity of 6,000 bushels, and a large coal, feed, post and fence business in connection. A 25 h.p. type "Y" Fairbanks Morse engine has been installed. Good reasons for selling. Address 46C12, Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR & MILL FOR SALE.

**CENTRAL SOUTH DAKOTA** Elevator of 30,000 bushels and 50 bbl. Mill for sale. Doing a fine business—in good grain territory. Address 46B21, Grain Dealers Journal, Chicago.

## WAREHOUSE FOR SALE.

**OHIO** 6,000 bushel capacity Warehouse located on C. & P. R. R. in good Ohio town. Handle Wheat, Corn and Oats. Have two good buildings on one acre of ground; no other mill or warehouse in town. Good reasons for selling. Write or call for further particulars. Address J. HARVEY ROSS, Waynesburg, Ohio.



## ELEVATORS WANTED.

**WANT TO BUY** Elevator in OHIO. Address 46CS, Grain Dealers Journal, Chicago, Illinois.

**WANTED:**—You to derive the benefit of our Want Ads. Try them once and be convinced.

**WANTED:** Elevator located either in North-western Ohio or Northern Indiana. Give full particulars. 46D5, Grain Dealers Journal, Chicago.

**WANT TO BUY** one or two elevators in the wheat belt of Central or Northern Oklahoma, or would buy one-half interest with management. Address Zalabak Grain Co., Kingfisher, Okla.

**ELEVATOR WANTED** in exchange for 320 acres of good fertile Canadian wheat land located just across the American border line. I have priced this land right. If interested give full description of what you have. Address 46B36, Grain Dealers Journal, Chicago, Illinois.

## FARM LANDS FOR EXCHANGE.

**WILL TRADE** 160 acres of good land—eight miles from live town in North Dakota—for a modern Elevator at good grain point. Address 46A25, Grain Dealers Journal, Chicago, Ill.

**WILL TRADE** one-quarter section of Minnesota land, tiled; new buildings; four miles north of Iowa. Buildings and tile cost \$22,000. Price \$275 per acre. **WANT A MODERN** Elevator, coal, lumber or general merchandise business in good Iowa or Minnesota town. Address GEORGE A. STOKES, Fairmont, Minn.

## ELEVATOR BROKERS.

**JOHN A. RICE** **ELMER N. SMITH**  
Elevator Brokers, Frankfort, Indiana.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**CLAYBAUGH-McCOMAS**  
Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

**JAMES M. MAGUIRE.**  
432 Postal Tel. Bldg., Chicago, Ill.

## ENGINES FOR SALE.

**FOR SALE**—1 25-h.p. type Y Fairbanks Morse Engine. Nearly new. C. C. Shira, Sidney, Ind.

**FOR SALE**—1—9 H.P. Vertical Fairbanks Electric and 1—20 H.P. Type N.B. Fairbanks Oil Engine; both good as new, for immediate delivery. **BALLINGER & McALLISTER**, Bloomington, Illinois.

### FOR SALE.

1—12 H.P. International Kerosene and gasoline Engine as good as new.

1—10 H.P. type "Z" Fairbanks oil engine in good repair.

1—5 H.P. Otto Engine rebuilt, good condition. **R. M. VAN NESS CONSTRUCTION COMPANY** Room 3, Grain Exchange. Omaha, Nebraska.

## SCALES FOR SALE.

**FOR SALE**—1,500-bu. Klingler Automatic Scale cheap. Address Room 406, Security Natl., Soo Falls, S. D.

**RICHARDSON AUTOMATIC** Shipping Scales for sale. Been used two years. As good as new. Priced right. **Farmers Elvtr. Co., Onondaga, Ill.**

**PULLMAN AUTOMATIC**, Elevator Shipping Scales for sale. Weighs 360 pounds or less each draft. Price \$100.00. **Emporia Grain Company**, Pendleton, Indiana.

**100 TON 50 FOOT FAIRBANKS** Railroad Track Scale with all steel for setting same, for sale. All in perfect condition. Very Cheap. **C. E. BIRD & CO.**, Minneapolis, Minn.

## SCALES WANTED.

**WANTED TO BUY**—2nd hand 100 to 125-bu. hopper scale. Address Box 106, Sioux Falls, S. D.

## BUSINESS OPPORTUNITIES.

**FOR SALE:** Well established business in Illinois, dealing in wholesale and retail Flour and Feed. Firm established twenty years—owner wishes to retire. Address 46A8, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—Milwaukee feed and coal establishment with sidelines, warehouse and yard with sidetrack. Firm established twenty years. Business shows splendid returns. Address 46C33, Grain Dealers Journal, Chicago, Illinois.

**A GOOD OPPORTUNITY** for a man who owns a fifty barrel short system mill and who wants to move his machinery to a Southern Illinois town, where there is enough wheat grown to run the mill all year around, also to operate same. Address 46C24, Grain Dealers Journal, Chicago, Illinois.

**HAY, GRAIN, SEED, PEA & POTATO** Establishment for sale. Doing an excellent Retail and Carload business, and have been for sixteen years. Stock, buildings, machinery and equipment at a most reasonable price. Is located in the best valley in Southern Colorado. Owner wishes to pursue other business. For full particulars write **A. E. Dattelzweig**, Alamosa, Colo.

## PUBLIC SALE OF MILL.

**A VALUABLE MILL PROPERTY** located two and one-half miles from Baltimore City Limits. Consists of nine acres of ground. Six good dwelling houses, one store and dwelling and one twelve-room dwelling, all equipped with steam heat. Fine orchard, bearing all kinds of fruit. Two good barns with capacity for stabling twenty-five head of stock, equipped with drinking cups in stalls. Running water and electric lights throughout. A beautiful pasture meadow, water running through, chicken houses, ice house, large stone mill building, three story and basement. Four and one-half stands rolls, fifty-barrel capacity Wolf System. Two fine run of stone for meal and feed, steel overshot water wheel thirteen and one-half feet, twelve-foot Brest. One Wetherell Corliss Steam Engine and Boiler, large enough to run everything if needed, ordinary water sufficient to run all the time, all dams overflow and pen stock put in new of concrete. All buildings built of stone and in good condition; one garage sufficient to house two trucks and four touring cars. Electrically lighted throughout. **R. R.** siding about four hundred feet from mill door. Ample wheat to run a much larger mill day and night the year round. Elevator storage for about ten thousand bushels of grain. Nearest mill in competition about fifteen miles. Within forty minutes run with a truck to Baltimore elevators on the state road; four of the largest and most popular dairies in Baltimore County within one to three miles of mill; four fire companies within ten or fifteen minutes—making a complete fire protection. A grand site on the property for warehouse, lumber yard and coal business, right on the tracks of the **P. R. R.** Best of train service, two miles from trolley. One two- and one three-ton Packard truck, several mill wagons; also a number of pure bred and grade Guernsey cows of an accredited herd. This property located at Rockland, Baltimore County, Maryland, thirty minutes run to center of city with automobile. On corner of two state roads—Falls and Court. Lying north of Baltimore at the entrance of Green Spring Valley, this property, considering its advantages, good roads, just on the city limits, **R. R.** facilities, water power suitable for most any sort of business aside from milling, is considered one of the best located mills in the county—along with its other possibilities. A grand opportunity for any one interested in a manufacturing, merchandising or warehouse business. Will offer property as a whole, including store and dwelling houses, or separate. **SALE ON PREMISES AT TWO O'CLOCK, MARCH 16th, 1921.** Take Green Spring Branch train, **P. R. R.**, from Union Station, Baltimore, for Rockland, Maryland.

**M. L. GARRETT,**  
**P. O. Brooklandville, Rockland, Maryland.**

## GASOLINE ENGINES FOR SALE.

**FOR SALE:** 20 h.p. and 7 h.p. gasoline engine. **Levasy Elevator Company**, Levasy, Missouri.

## STEAM ENGINES, BOILERS.

**WANTED TO BUY FOR CASH:** One second hand steam engine from 30 to 35 h.p. Must be in good condition. Address 46D7, Grain Dealers Journal, Chicago, Illinois.

**ONE BROWNELL** 30 h.p. steam engine, steam pump, heater, and forty foot smoke stack for sale. All in good shape. Address **ROSS & RICHARDS** Ridgeville, Ind.

## MACHINES FOR SALE.

**MIDGET MILLS** of all sizes for sale. All kinds of new and used mill machinery. Write **H. C. DAVIS**, Bonner Springs, Kans.

**SPROUT WALDRON** Meal and Flour Grinder for sale. Size 20 French Burr Mill Ball Bearing, practically new with sacking sprout. Address **W. J. Lawson**, Boswell, Indiana. 46A6.

**FOR SALE:** One No. 4 Eureka Receiving Separator. Refitted. Capacity 300 to 500 bus. Suitable for either wheat or corn. If interested write the **Millwood Elevator**, Howard, Ohio.

**FOR SALE:** Two 9x24 double roller mills, Combs feeders, Eureka magnetic separator, belting, pulleys, shafting complete ready to install. Also **Mitchell Park** pneumatic dust collector. **E. L. WARD**, Gardner, Kansas.

**FOR SALE**—Two four valve Corliss engines; one right hand, 250 h.p., size 20x42; other left hand, 150 h.p., size 18x40; both travel rate 75 RPM. Also 120' 40" double leather belt. Also two 39' Howe Platform **R. R. Track Scales**. Write **Ladish Milling Co.**, Milwaukee, Wis.

**WE HAVE READY FOR SHIPMENT** electric motors, all kinds of belting, pulleys, shafting, hangers, and other equipment. Write us for prices. Our stocks permit us to quote you unusually low prices. It will pay you to write **CLINTON SUPPLY COMPANY** 117 S. Clinton St., Chicago, Ill.

### FOR SALE AT A BARGAIN.

Three **Allis Chalmers** Double Roller Mills, 9x24". Three **Barnard & Leas** Double Roller Mills, 9x30". **PRACTICALLY NEW.**

Also complete corn mill equipment—dryers, plansifters, aspirators, reels, conveyors, scourers, dust collectors, elevators, etc. Immediate Shipment. **MEAD JOHNSON & COMPANY**, Evansville, Ind.

### FOR SALE.

1—No. 8 Monitor Receiving Separator, capacity 2,000 bushels per hour—in good condition. 1—Double stand 9x24 Feed Rolls in good condition.

1—Hall Boot, 150 ft., 9 in. Bucket Belt, 160 8 in. Hall V. Buckets slightly used, for sale. **R. M. VAN NESS CONSTRUCTION COMPANY** Room 3, Grain Exchange. Omaha, Nebraska.

**A REAL BARGAIN** for any one that can use any of the following: One Flour Dresser, One **Barnard & Leas** Dustless Wheat Separator, One **Garden City** Middling Purifier, One **Reliance** Middling Purifier, One **Silver Creek** Buckwheat Shucker, One **Eureka** Smut & Separating Machine, One **Double Acting** Sifter, One No. 7 Cyclone Dust Collector. If interested get in touch with the **Fulton Roller Mills**, Fulton, Ill.

### REAL BARGAINS.

**Prompt Attention.** **Quick Shipments.** When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

**Geo. J. Noth, Mgr.**

9 S. Clinton St.,

Chicago, Ill.



## SITUATIONS WANTED

**WANTED:** A competent and reliable partner. Can you fill the bill? Make your qualifications known thru the columns of the Journal.

**MAN WITH** three years' experience in grain flour, and feed business, wants connection with some reliable grain firm. Have good references. Address A. L. Myers, Lowry City, Mo.

**MANAGER**—Position wanted as manager of elevator, line or farmers, or elevator and mill. Colo., West. Neb. or West. Kans. preferred; 20 years' experience; age 44. Speak the Scandinavian languages; references. Address 46C27, Grain Dealers Journal, Chicago, Ill.

**MARRIED MAN** with fifteen years' experience in the grain business wishes position as manager of Farmers Elevator or Line House in Illinois or Iowa. Forty years of age. Can give any reference desired. Address 46B34, Grain Dealers Journal, Chicago, Illinois.

**WE KEEP A FILE** for those desiring position it is upon these that the prospective employer tions to which we refer whenever an inquiry is received for an employee. The "Situations Wanted" columns, however, are carrying the advertisements of men of all qualifications and depends to secure competent help.

**WANTED**—Position as manager of elevator by young man with 5 years experience as manager. Private elevator preferred. Have best of references. Must give present employer 30 days' notice before leaving. Am seeking a position which offers a prospective future. Address 46B10, Grain Dealers Journal, Chicago.

**POSITION WANTED** by young man—33; technical education; experienced sales electrical-mechanical lines, also commercial feeds. Experienced elevator man. Sales cover both road and correspondence sales work. Ready April 1st. Ohio Resident. Address 46C19, Grain Dealers Journal, Chicago, Illinois. There is A GOLDEN RULE IN BUSINESS.

**CAPABLE, EXPERIENCED ELEVATOR MANAGER** desires position with large Farmers' organization by March first or April fifteenth. Nebraska location preferable—at station doing a large volume of business.

American—good education—speak German—good bookkeeper—age 32—married—strong—energetic—good mixer. The bigger the job the better. A-1 references. Address 46C21, Grain Dealers Journal, Chicago, Ill.

**MANAGER WITH REAL RECORD** desires a position as Manager of Farmers Elevator Co. or Line House. Eight years' experience managing Farmers Grain Co. and made money every year. Single, 32 years of age, high school and business college education. Good double entry bookkeeper. Familiar with all side lines. References: bank and employers. Can make change on 30 days' notice. Address 46B33, Grain Dealers Journal, Chicago, Illinois.

## SITUATION WANTED.

**WANTED:** Position as manager of lumber or grain company in country to wn. Best of references. Might take second place if it had a future. Address 46D12, Grain Dealers Journal, Chicago, Ill.

**WHAT HAVE YOU** to offer to a young married man with 10 years' experience in handling grain and feed at a country station? Can make change March 1st. Address 46A20, Grain Dealers Journal, Chicago, Illinois.

**YOUNG MAN** with some experience wants position as assistant manager of an elevator. Position must afford opportunity to learn the business thoroly. Address 46A29, Grain Dealers Journal, Chicago, Illinois.

**AN ADVERTISER** in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

**SITUATION WANTED:** A man who has enough push to advertise his services in a high class trade journal is the kind you want. Look 'em over. You will find a competent manager, a reliable grain buyer, or a qualified and efficient traveling solicitor.

**MANAGER** of grain exporting company operating line houses is open for engagement. Have splendid line of foreign connections. Many years' experience in export business, both flour and grain. Address 46C5, Grain Dealers Journal, Chicago, Illinois.

**EXPERIENCED GRAIN MAN** wants position as manager of a well established Farmers Company;—something that is a man's size job where efforts will be appreciated. Can furnish reference. Have good reasons for making change. Address 46B31, Grain Dealers Journal, Chicago.

**POSITION WANTED**—By a manager of many years' experience, with Farmers' Elevator or Line House. I am capable of managing a large business; am a competent accountant. Can give good references and Bond. Prefer location in Indiana or Illinois. Address 46C32, Grain Dealers Journal, Chicago, Illinois.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

## SITUATIONS WANTED.

A Missouri advertiser in our "Situation Wanted" columns says: "I find that advertising in your journal pays, for I had letters from all parts of the country offering positions."

**MANAGER** with 7 years' grain business experience wants connection with reliable grain firm; good references. Prefer S. D., Minn. or Ia. Address 46C15, Grain Dealers Journal, Chgo.

**MANAGER**—I am now manager of the ——— Elevator Co. here at a nice salary. I had four other good offers—all the work of the Grain Dealers Journal.—A. E. C.

**MAN, WITH 15 YEARS** experience in the grain business, 35 years of age—married, desires position as Manager or Foreman of an elevator. Best of references. Address 46A23, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED HELP**, such as managers for country stations, foremen, auditors and employes needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

## Helpful Books for Carlot Grain Handlers.

**Universal Grain Code:** The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. Price, leather bound, \$3.00; paper bound, \$1.50.

**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Riverside Code:** Fifth edition, adapted for flour milling and grain trades. Bound in flexible leather. Price \$3.00.

**Millers Code:** This is the 1917 edition, designed especially for the milling and flour trades. Price \$2.00.

**Cross Telegraphic Cipher Code** for provision and grain trade use. Contains 145 pages bound in flexible leather. Price \$2.00.

**A. B. C. Improved Fifth Edition Code:** Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, Spanish or Portuguese, \$18.00.

**Bentley's Complete Phrase Code:** This code contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Pocket edition, \$15.00.

**Baltimore Export Cable Code**, third edition, compiled especially for use of the export grain trade. Bound in leather. Price \$15.00.

Your name in gold leaf on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
305 So. LaSalle St.,  
Chicago, Ill.

Since 1893

27 Years  
Manufacturers  
of Scales



## COLUMBIA SCALES are the BEST

"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market—COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4  
2437-43 N. Crawford Avenue

### COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

We maintain a large modern repair and testing department where we overhaul any make or capacity of scale, also keeping a good stock of repair parts. Competent men furnished to take out and install your scale.



## MISCELLANEOUS.

WE HAVE a good selling side line that can be handled by those calling on elevators or seedsmen.

O. M. SCOTT & SONS CO.,  
Marysville, Ohio.

## PARTNERS WANTED.

WANTED—A well established Company building grain elevators wants a man who is familiar with concrete and tile construction to take a share in the Company. Give reference and full information in regard to experience. Address 46C26, Grain Dealers Journal, Chicago.

## MALE HELP WANTED.

WANTED—Man to work in country grain elevator; one who is familiar with steam plant and who is able to keep up repairs. Must be reliable and furnish good references. Address 46C18, Grain Dealers Journal, Chicago.

ELEVATOR FOREMAN WANTED: Man competent and willing to take charge of elevator. Have good house for him to live in, with garden, etc., in a small town with church and school. None but married men considered. State salary wanted and give references. Address 46D7, Grain Dealers Journal, Chicago.

## BOOKS WANTED.

WANTED—One Bradt's Grain Table on rollers. Quote best price. J. C. JORDAN, Colfax, Ind.

WANTED—To buy second-hand copy of Taylor's "History of the Board of Trade." Will pay \$10. Prof. J. E. Boyle, Cornell University, Ithaca, N. Y.

BOOK WANTED—One or two copies of "The Millwright & Millers Guide" by Oliver Evans; 13th edition, issued by Lea & Blanchard, Philadelphia. Address 46B6, Grain Dealers Journal, Chicago.

## DYNAMOS—MOTORS.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo—Motors" columns of the Grain Dealers Journal, Chicago.

## National Railway Labor Agreement.

The bone of contention between the railroad managements and the labor unions is the retention of the arbitrary rules of the war period whereby local conditions do not affect the pay of the workers.

Examples of how the national agreement wastes the funds of the railroads and the public paying the bill are the following:

The employees claimed that under the terms of the National Agreement, men using acetylene torches to cut up material at the scrap dock were entitled to the same wages as carmen engaged in dismantling wrecked cars and locomotives.

Material on which the men worked had already been dismantled. It was scrap when received at the dock. Their duties consisted in cutting apart the different materials for the purpose of sorting scrap, an operation entirely different from dismantling cars or locomotives. The mere fact that some of the scrap came originally from cars did not carry the carmen's rate for those cutting it up.

As the result of one retroactive decision concerning the status of three men who operate acetylene torches in cutting up scrap, the Chicago, Burlington and Quincy Railroad was compelled to pay the sum of \$6421.44 in additional compensation and back pay.

The basic rates of pay for unskilled railroad labor (as fixed by agreements made under government control of the railroads) are 39 to 48½ cents an hour—\$3.12 to \$3.88 per eight-hour day. The Railroad Labor Board now in session in Chicago, has declined to suspend these rates and permit the roads, as they requested, to pay the prevailing rate of wages.

## OFFICE SUPPLIES.

SAVE 25 TO 75%.

REBUILT Addressers, Multigraphs, Duplicators, Multicolors, etc. Office Machinery Company, 22-L Quincy St., Chicago, Illinois.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

ADDRESSING MACHINES, Multigraphs, Multicolor Presses, Letter Folders, Dictating Machines Typewriters, Duplicators, Dictaphones. Bought, Sold, Rebuilt. Buy a rebuilt Guaranteed Machine and save half. PRUITT CO., 112-W North La Salle St., Chicago, Ill.

MULTIGRAPHS, Mimeographs, Multicolors, Duplicators, Folders, Sealers, Addressographs and equipment thoroly rebuilt by experts, guaranteed serviceable as new. We buy for cash.

OFFICE DEVICE COMPANY,  
154-Q West Randolph St., Chicago, Ill.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

## HAY FOR SALE.



## SEEDS FOR SALE WANTED.

WANTED: Alfalfa—Cane—Millet. Submit samples and quote lowest prices. Russell-Heckle Seed Co., Memphis, Tenn. 46A9.

CHOICE SEED CORN and Oats for sale in carlots or less. Prices and samples mailed on request. Allen Joslin, Holstein, Ia.—46A15.

WANTED—Mammoth, Medium and Alsike seed. Mail samples and lowest prices to WALTER G. TRUMPLER Tiffin, Ohio.

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

FOR SALE—Good Sudan Grass, Cane and Millet Seed. Carlots or less. We live where it grows. SHARP GRAIN CO., Healy, Kansas.

FOR SALE—Choice lot of seed corn,—Reid's Yellow Dent, and Pride of the North,—sacked, cleaned and graded, good germination. Can furnish in bag lots and up. Get our samples and prices before buying. For particulars write KILMARTIN SEEDHOUSE, Malvern, Iowa.

## BAGS—BAGGING—BURLAP.

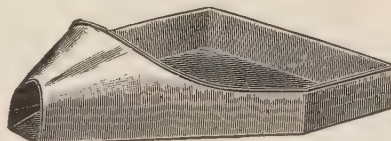
BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11". Price \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 305 So. La Salle St., Chicago, Ill.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

Use Universal Grain Code and Reduce our Tolls.



## SEEDS FOR SALE—WANTED

Field and Grass  
Seed Trade Directory

## ARNHEM, HOLLAND.

Wm. E. Busgers &amp; Co., European fancy natural gr. sds.

## ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

## BALTIMORE, MD.

Wm. G. Scarlett &amp; Co., wholesale seed merchants.

## BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass and Dogstail.

## BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## EVANSVILLE, IND.

Small &amp; Co., W. H., seeds, grain and hay.

## FARIBAULT, MINN.

Farmer Seed &amp; Nursery Co., seed corn &amp; grass seeds.

## INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.  
Indiana Seed Co., The, grass and field seeds.

## KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

## LAWRENCE, KANS.

J. Underwood &amp; Son, grass and field seeds.

## LINCOLN, NEB.

Griswold Seed &amp; Nursery Co., seed merchants.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
Ross Seed Co., jobbers and exporters.

## MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.

## NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants  
Radwaner Seed Co., I. L., fld. & gr. seeds, ex. imptrs.

## OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.  
State Seed Co., The, garden & field seeds.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

## ST. JOSEPH, MO.

Mitchellbill Seed Co., clover, grasses, sorghums.

## ST. LOUIS, MO.

Mangelsdorf, Ed. F. &amp; Bro., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## SELMA, ALA.

Geo. M. Callen, seed grasses &amp; hay.

## TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.Colorado Mountain Grown  
ALFALFA and SWEET CLOVER Seed  
Car Lots or LessWILLIAM UTTERMANN  
Wholesale Field Seeds  
GRAND JUNCTION COLORADO

JOBBERS AND EXPORTERS

ROSS SEED CO.

Ky. Blue, Orchard, Red Top, and all kinds  
of field seeds Bought and Sold.

Louisville, Kentucky.

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

COURTEEN  
SEED CO. Milwaukee,  
Wisconsin  
Clover, Timothy, Grass Seed  
Grain Bags

IMPORTERS

EXPORTERS

GRASS and  
CLOVER SEEDBuyers and Sellers of Timothy, Red Clover,  
Alsike, Alfalfa, White Clover, etc.NUNGESSER-DICKINSON SEED CO.  
New York, N. Y., U. S. A.Crabbs Reynolds Taylor Company  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAINHENRY HIRSCH  
WHOLESALE FIELD SEEDS  
CLOVER — ALSIKE — TIMOTHY — ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIOTHE  
ILLINOIS SEED CO.  
CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices

Mail Samples for Bids

## Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal  
305 So. La Salle St. Chicago, Ill.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.



## SEEDS FOR SALE—WANTED

### MINNEAPOLIS SEED COMPANY

MINNEAPOLIS - MINN.  
WE ARE BUYERS AND SELLERS

#### TIMOTHY—CLOVERS—MILLETS

Grass Seeds and Seed Grains

Send samples for bids

Ask for samples and prices

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited.

Send us your samples

TOLEDO, OHIO

### LOUISVILLE SEED COMPANY

INCORPORATED  
LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS

OF ALL VARIETIES FIELD SEEDS

### Crawfordsville Seed Company

FIELD SEEDS

Crawfordsville

Indiana

### The Stanford Seed Company, Inc.

Wholesale Field Seeds

.. BUFFALO, N. Y.

### SEEDS

ANY and EVERY  
KIND  
CAR LOTS or LESS

The Nebraska Seed Co.

Omaha, Neb.

We  
Buy

SEEDS

We  
Sell

J. G. PEPPARD SEED CO.

Kansas City, Mo.

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

### The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

CINCINNATI

OHIO



### North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.

"THE HOUSE OF QUALITY"

**SEED**

We Buy and Sell  
all Varieties  
of Grass  
and Field  
Seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

### Marshall Grain Co.

DISTRIBUTORS OF

KAFFIR MILO

Weights and Grades  
Guaranteed at destination.

Responsible brokers wanted in all markets

517-18 Grain Exchange Building  
Oklahoma City, Okla.

### We Buy and Sell SEEDS

Clovers—Alfalfa—Timothy  
Grains—Fodder—Corn—Millets

Write for Quotations and Samples

NORTHROP, KING & Co., Seedsmen  
Minneapolis, Minn. Salt Lake City, Utah

### The S. W. Flower Co.

WHOLESALE

FIELD SEED

MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY  
ALSIKE

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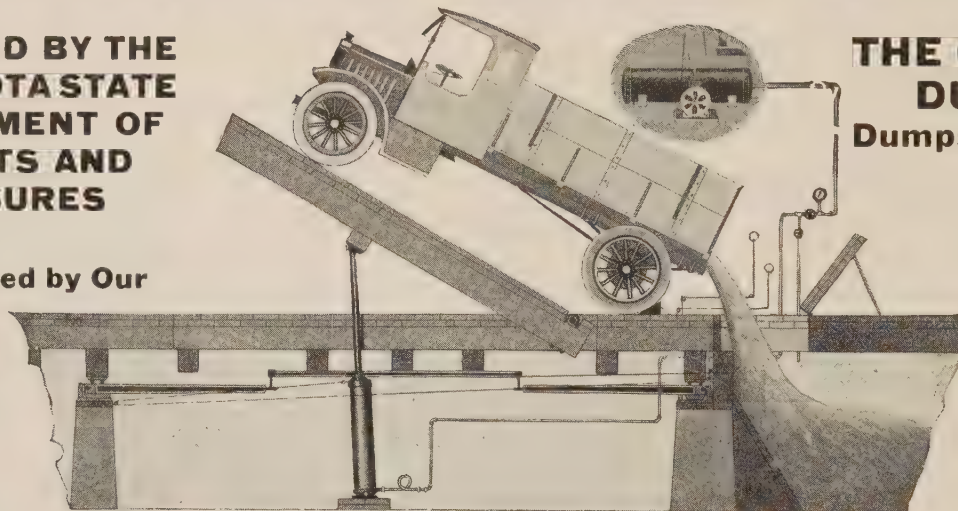
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## FOR ANY MILL OR ELEVATOR

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**And Approved by Our  
Many  
Satisfied  
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Throughout  
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Dumps 'em All

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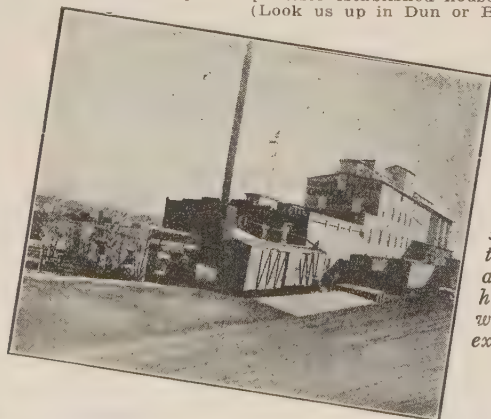
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**Globe Machinery and Supply Co.**

**DES MOINES, IOWA**

**THE GLOBE DUMP IS THE ONE YOU SHOULD BUY  
AND HERE ARE TEN GOOD REASONS WHY!**

1. It is impossible to have an accident.
2. It is a time and labor saver.
3. It is a money saver.
4. It can dump any type, size or make of vehicle, on the one platform, and clean into one pit hole.
5. It can be installed in any driveway, without scale, or with any type, size or make of scale as desired.
6. It is simple.
7. It is durable.
8. It will increase your business.
9. Our service department is maintained for the benefit of our customers.
10. It is backed by a responsible established house, 28 years in business.  
(Look us up in Dun or Bradstreet.)



We will be glad to send you any information that will thoroughly satisfy your mind that the Globe Dump is the best one for you to buy. We do not ask you to take our word alone. Just write us, and we will send you blue prints, literature and prices, together with a list showing the names of hundreds of Globe Boosters to whom you might write for an expression of their experience.

Address Department "D"

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REGISTERED TRADE MARK  
UNITED STATES PATENT OFFICE  
REGISTERED TRADE MARK

**THE ANTHONY MILLS**

**ANTHONY, KANSAS**

December 22, 1920.

The Globe Machinery & Supply Co.,  
Des Moines, Iowa.

Gentlemen:-

This is to say that we are at the present time using twelve of your combination truck dumps, and find that they give unusual satisfaction.

They not only handle all size trucks in good shape but we find that they lessen the chance for accident when dumping wagons.

Assuring you of our kindest regards this holiday season, we beg to remain

Very truly,  
S. S. McInerney,  
Manager,  
THE ANTHONY MILLS.

C. S. McInerney:J



## GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 25, 1921

HOW would you like to be a green bug, make the top of the market page every spring morning and hold an honored place in the home of the Crop Killers Union?

THE WIND got 17 country elevators last year and no doubt it will get 17 more this year, but we have yet to learn of a reinforced concrete elevator succumbing to wind.

CORN, like cotton, may sell down and become deadly dull at the lower levels; but wheat, with consumer demands that will not be denied, has possibilities that are dynamic.

OFFICIALS of one road are making an earnest effort to reduce loss and damage and if this spirit spreads to the handlers of the cars on the road the result should be a gratifying reduction in claims.

DEFLATION in federal reserve notes has brot the total in circulation nearly \$400,000,000 below the peak of \$3,404,931,000 reached Dec. 23, but the grain dealer always can find money to pay the farmer in full.

THE ROYAL COMMISSION'S announcement that it is out of the market until March is blared from the housetops with a trumpet; but it enters the market in gumshoes on tiptoe.

EVERY month we publish death notices of elevator men who do not believe it is dangerous to shift a belt without turning off the power. Better by far to shut down the entire plant if that be necessary to the safe shifting of the belt.

NEW ENGLAND buyers are now wondering how they become addicted to the risky practice of buying graded grain for delivery three or four months hence. Who was it that led them into temptation and why do they persist in yielding?

BANKS are beginning to feel the benefit of the lower commodity prices in a reduction of loans that is strengthening the position of the entire federal reserve system. Individual banks are making slightly smaller demands for rediscounts, but are not expected to reduce interest rates until a surplus of loanable funds has accumulated, which is only a question of time.

FOREIGN TRADE financing schemes that have as their basis the underwriting of the credit risk by the United States government are unfair to the American taxpayer. American manufacturers and exporters already have been more than generous in financing foreign trade. Their experience at Buenos Aires and Havana does not warrant the loss of more private capital by loans without security.

EXTORTIONATE freight rates and high passenger fares are discouraging business in all sections. Many commodities can not be shipped to market because after the freight charges are paid nothing is left from the sale to pay the producer. When the wages of railway employes are reduced to normal figures the producers of all commodities will have access to more distant markets at profitable returns.

BURSTING, collapsing elevators are never desirable, but grain dealers in their eagerness to take advantage of the low prices temptingly offered by the builders of barns and silos, do invest good money in plants not fit to handle grain. Last year eleven country elevators lost courage and fell in a heap. When you want a real elevator, one you will be proud of, get a real elevator builder of experience to design and erect it for you.

THE MONEY paid out by taxpayers for audits, so that income and excess profits schedules can be properly filed, as well as the money spent by the Government in inspecting schedules and figuring taxes<sup>is</sup> all waste and according to Daniel Roper ex-Internal Revenue Commissioner, will exceed a hundred million dollars annually. Ask your Congressman why this cumbersome, wasteful system of taxation should be longer tolerated. The war is over.

LAST YEAR 28 men were killed and 28 injured in grain elevators in this country. Of the 17 caught in machinery, 10 were killed and 7 injured. Of the 19 who fell from high points on the elevator, 4 were killed outright and 15 injured. In 5 accidents with man-lifts, one man was killed and 4 injured. Two men were smothered in deep bins and one recovered. One man was electrocuted by falling against power wires, another was crushed by falling tension weights, and still another was killed by falling bagged grain. All of these serious accidents could have been averted by greater caution. Let the living profit by the experiences of those who have paid the cost, and thus prevent this appalling waste of human life.

SHAFTING which extends thru grain bins, even tho boxed in, is an unnecessary fire hazard. Another fire reported in this number is traced to this cause. Are you tempting the fates with such a contraption?

A TARIFF of 35 cents per bushel of wheat and 7 cents per pound of cotton is only 20 per cent of the market value of the former and 50 per cent of the market value of the latter; but neither consumers of bread or clothing seem to be worrying about the action of the Senate and House conferees.

RAILWAY wages should be reduced proportionately with other classes, and if the Railway Labor Board feels it is not authorized by the Transportation Act to consider the market price of labor, the law should be amended by Congress so to provide. If necessary the organized farmers would serve the interests of all consumers as well as the producers by urging their representatives to this indispensable step toward the reduction of exorbitant freight rates.

EVERY TIME the legislatures of some of the grain surplus states convene the money lenders, the landlords and the threshermen seek to secure the enactment of new laws which shall assist them in forcing the local grain buyers to serve them as bill collectors without charge. Grain sold in the open market and mixed with the grain of others is hard to follow and unless a sharper schemes to trap a grain dealer he is seldom forced to serve as guarantor of the farmer's debts. More caution and a closer watch of all legislation would prove profitable.

FIRES in grain elevators during 1920 numbered almost one a day. In fact, our news columns reported 342 fires during the year, July and August being tied for first place with 33 fires each. June and November crowded them closely, with 37 fires, while the fire fiend took a month's vacation during May to prepare for coming activities. Only 6 fires were reported during that month. The fires reported in the Journal resulted in 250 total losses and 87 partial losses: Locomotive sparks are credited with 36 fires, hot boxes 12, lighting 16, stoves 13, and incendiaries and defective wiring 7 each. So many grain dealers are now building their elevators of non-combustible material, a marked reduction in the number of total losses must soon be noted in elevator fire statistics.

FACTORY Inspector Yearsley, who investigated the deaths in bin of Ogden elevator reported elsewhere in this number, makes the very practical suggestion that when it becomes necessary to send a man into a grain bin a safety lamp, such as is used in mining, be lowered into bin first. If it continues to burn brightly it is safe for the man, but if light becomes dim or goes out, he should remain outside, and never should a man be lowered into a bin without a heavy rope is attached to his body so that he can easily be removed even if overcome by gas. The rope would also enable watchers to pull him out if he broke thru arched grain. It would be still better to keep men out of the deep bins and provide mechanical devices to draw samples of bin's contents or to start grain to flowing when arched.



### Elevator Building During 1920.

The building of new grain elevators on this continent was recorded in lower figures during 1920 than for many years past. Carefully compiled statistics from the news columns of the Grain Dealers Journal show that only 497 country and 19 terminal elevators were erected last year, against 859 country and 73 terminal in 1919, 621 country and 40 terminal in 1918, 1146 country and 69 terminal in 1917, and 1066 country and 33 terminal in 1916.

Of those erected during the past calendar year, 179 were reported to be fireproof; fifteen of these were of tile construction.

Building last year was handicapped not only by extortionate prices for commodities and high rates for freight, but also by an inability to obtain materials and men necessary to the construction of elevators.

While money is not easy to obtain at present, financiers promise a great improvement in conditions in the near future, so that those who are anxious to build with borrowed money will not be confronted by a handicap of high interest rates. Elevator builders generally are of the opinion that as soon as the grain dealers have adjusted their affairs to the new conditions of money and markets, they will begin to plan improvements in their grain handling facilities which for various reasons they have deferred for several years.

Last year's crops were large, yet the farmers have marketed less of their corn and oats than usual at this time of the year, but they will hurry to release present stocks of grain as fast as the prospects for another good crop materialize.

Last year's reports show that grain dealers only built 49 new offices, 68 warehouses and 40 other additions to their plants. In fact, the grain elevator building improvements were the smallest recorded in many years. Illinois dealers built 89 new country houses, thus leading all the other states, and Kansas coming along second with 52.

The improvements by states follow:

State.	Country elevs.	Terminal elevs.	Fireproof (concrete).	Tile.	Combustible.	Overhauled, repaired.	Office.	Warehouse.	Burned.	Damaged, fire or wind.
Ariz. ....	0	0	0	0	0	0	0	0	0	1
Ark. ....	0	0	0	0	0	0	0	0	1	0
Cal. ....	0	0	0	0	0	0	0	0	0	1
Can. ....	14	4	5	0	2	1	0	0	24	2
Colo. ....	17	0	3	0	3	1	1	2	7	0
Ida. ....	9	0	3	0	0	2	2	1	1	1
Ill. ....	89	1	51	2	5	34	1	5	18	7
Ind. ....	21	0	9	0	6	23	3	8	8	3
Ia. ....	41	2	17	2	9	28	13	13	26	17
Kan. ....	52	4	25	2	7	16	5	5	10	11
Ky. ....	1	0	0	0	0	0	0	0	1	1
La. ....	0	0	0	0	0	0	1	0	1	0
Md. ....	3	1	0	0	0	0	0	0	12	1
Mich. ....	6	0	2	0	3	2	0	0	13	5
Minn. ....	13	0	1	0	7	19	2	1	16	8
Mo. ....	36	4	10	1	2	7	2	6	12	0
Mont. ....	7	0	2	0	1	8	0	0	6	1
Neb. ....	41	0	15	2	0	21	3	5	10	3
N. E. ....	1	0	1	0	0	0	2	2	4	1
N. J. ....	0	0	0	0	0	0	1	0	1	0
N. M. ....	4	0	1	0	1	0	1	0	0	0
N. Y. ....	0	0	0	0	0	1	0	0	0	0
Nev. ....	0	0	0	0	0	0	0	0	1	1
No. D. ....	23	0	1	0	7	20	3	1	22	6
Ohio ....	17	0	3	0	8	9	3	5	6	2
Okl. ....	21	0	2	4	0	11	0	4	12	3
Ore. ....	6	0	3	0	0	2	0	0	3	0
Pa. ....	4	1	1	0	1	0	0	0	3	0
S. D. ....	16	0	3	0	3	23	4	2	11	4
S. E. ....	11	0	3	2	0	0	0	0	7	1
Tenn. ....	1	0	1	0	0	0	1	2	1	0
Tex. ....	23	1	2	0	0	3	0	2	12	3
Utah ....	4	1	1	0	0	1	1	0	0	0
Wash. ....	7	0	0	0	0	0	0	0	4	2
Wis. ....	5	0	1	0	4	4	0	1	6	2
Wyo. ....	3	0	1	0	0	0	0	0	1	0
Total for 1920 .....	497	19	164	15	69	234	49	68	250	87
Total for 1919 .....	859	73	240	..	143	445	..	..	202	77

The improvement made in grain elevator property during recent years has not been active enough to keep the antiquated, out-of-date houses up to date. The result is that many grain dealers are struggling along with poor facilities that contribute largely to an increase in their cost of handling grain.

The well-arranged, modern house not only expedites the handling of large quantities of grain, but it does it with a minimum cost for power and labor and without loss. The old-time plants with their leaky bins and leaky spouts, which resulted in the mixing of much grain, should have been discarded long ago, and no doubt all of them will be put in the discard as soon as money, material and men drop to anywhere near normal figures.

### Agricultural Field Agents in the Grain Business.

During recent years the county agents and the field agents of the agricultural departments have been charged frequently with interfering with the business of regular grain distributors.

Sharp resolutions have been adopted by the southwestern ass'ns and grain dealers ass'ns in other parts of the country have also condemned the business activities of these agricultural agents. Still they persist in their efforts to assist both consumers and producers to go around the established merchants.

The letter from Sec'y Dorsey in this number again calls attention to the work of these disturbers, who have recently been unusually active in shipping in carloads of grain and feed for resale to consumers at the carload price. They seem to overlook the fact that all the taxpayers are assisting to pay for their labor in displacing the regular established merchants, who are far better equipped to handle this business.

Some towns in the south-west have ceased to complain against this work on the part of the government employes and have enacted ordinances forbidding transient merchants from distributing merchandise from car doors. Others have levied such a heavy license fee upon these car-door peddlars as to discourage further attempts at displacing the regular established merchants. Note the following:

#### AN ORDINANCE

Prohibiting retailing of Feed, Goods, Wares and Merchandise from Railroad Cars within the City Limits.

Be It Ordained by the City Council of the City of El Campo, in regular session convened, on this the 3rd day of January, A. D. 1921.

Sec. 1. That hereafter it shall be unlawful for any person, firm or corporation to sell or offer for sale any feed, goods, wares or merchandise of any kind whatsoever from any railroad car while said car is located within the limits of the City of El Campo, Texas.

Sec. 2. That any person violating any of the provisions of the foregoing section, shall be deemed guilty of a misdemeanor, and upon conviction, shall be fined in any amount not exceeding one hundred dollars.

Approved this, the 3rd day of January, A. D. 1921.

The opportunity of the intelligent agricultural agents for assisting grain producers in their agricultural work is so pressing, it seems a pity that they should waste their time and the state's money in attempting to break into commercial lines which are now

so well served by experienced experts in each line of trade. If the field agents and the county representatives of the various agricultural departments cannot find real agricultural work to do, then they surely obtained their appointment under misrepresentation. Grain dealers always have and always will be willing to pay more than their share of the expense of helping the farmers to better agricultural methods, but it is not fair to assess them to help pay the wages of men who persist in striving to undermine the grain business.

### Senate Com'ite Sane on Future Trading.

The decision by the Senate Com'ite on Agriculture Feb. 14 to postpone action on the Capper and Gronna bills to prohibit future trading indicates that Congress is properly performing its function of sifting out and rejecting worthless measures. These bills were introduced by their authors for self-advertising of themselves as the friends of the farmer by hitting at an institution that has done more to raise prices of grain than all the political buncombe shouted from the forum.

Most of our representatives in Congress have the interests of the people at heart. They will not knowingly enact spite legislation hurtful to the public. Conservative members of the grain trade have felt that the exchanges were unduly alarmed over the prospect of the enactment of an anti-futures bill; but as long as this undue concern manifests itself in an earnest endeavor to fully inform the com'ites of both houses as to evil effects of restrictions on trade there should be no objection to bearing the expense of these trips to Washington.

The well-informed Congressman is no enemy of business.

### A Cowardly Surrender.

During the last six months grain dealers in all sections of the country have suffered many disappointments and some heavy losses. For that matter, merchants in all lines of business have suffered more losses than usual. Most of the grain dealers are fighting their way out of the brambles. They propose to win, even though it is a hard struggle.

In South Dakota, the grain dealers seem to have a weakness for self-destruction when confronted with real business difficulties, and three managers in that state have taken their lives recently, but we have had reports of no similar casualties in other states.

Such a cowardly surrender to difficulty does not serve to help the matter in the least, but their deaths increase the difficulties of the survivors in unraveling the snarls. The man who gets his business into financial dumps owes it to his associates, his family and his friends to help straighten out the tangles. He knows the details better than anybody ever will know them, and he is better fitted to readjust the business to new conditions than anyone else.

To run away and leave both family and business when both are confronted by new and trying problems is surely cowardice of the highest order. The men who stay and fight the battles of the business this year will be better fitted than ever to meet the difficulties that come hereafter, while those who run away acknowledge their own incapacity and weakness.



## Guaranteeing Against Price Decline.

The Federal Trade Commission has held extensive hearings and conducted investigations for the purpose of determining the sentiment in different lines of trade against the all-too-common practice of guaranteeing customers against price declines.

The result of these investigations has now been compiled in a single report, copies of which may be obtained from the Commission at Washington. It is evident from the work of the Commission that it does not look with favor upon the practice of guaranteeing customers against decline in the price of goods purchased and not resold at the time of any subsequent decline.

Some tradesmen impose a time limit to guaranteeing against a decline. The Commission does not seem to be disposed to look with favor upon any of the various forms of guarantee, but it has recently decided that henceforth it will consider each case of complaint of this character upon facts shown in the specific case, applying the legal test to it without regard to other cases.

We do not know that the Commission has been called upon to investigate the practice at one time common with the country grain elevator operators in contracting grain from growers. One Nebraska dealer has stirred up competition at surrounding points by giving the growers a put without cost, and in conducting his scheme for insuring growers who delivered their wheat to his elevators the top market price, he voluntarily advanced \$1.00 per bushel on their wheat and entered into the following contract:

....., Nebraska, ..... 192..

### KNOW ALL MEN BY THESE PRESENTS:

That I, ..... of ..... Nebraska, have this day sold to W. M. BRUCE of Holdrege Nebraska, and have delivered to him at his elevator at ..... Nebraska, ..... bushels of No. .... Wheat, for which I have received and hereby acknowledge receipts of \$....., equal to \$1.00 per bushel, as advance payment on same. It is hereby agreed that I have the privilege and option of choosing the day on which I am to make the final settlement based on the average price for the same grade of wheat in Omaha, less 25c per bushel to cover freight and commission, on the day of settlement. The time limit for this settlement being the 15th day of June, 1921, and settlement shall be made on that date if not made prior thereto.

(Signed) .....

I hereby agree to the above contract.

W. M. BRUCE, By .....  
His Agent.

Years ago this practice was common in Illinois and Indiana, where the farmers like to speculate on the market and prefer to do it with cash grain rather than in the pit, so they would contract their grain for delivery to suit their own convenience, eager to accept the market on settlement day. If the market went up and the grain dealer held the grain until settlement day, no one was injured unless the wheat was held too long or got out of condition. But the practice is a vicious one, because a grain dealer virtually gives his grain elevator facilities with storage room to his patrons without cost and permits them to speculate, oftentimes at his great disadvantage. Fortunately for the grain trade, this old time practice has been discontinued in most sections of the country.

While we doubt very much whether the Federal Trade Commission has either power or authority to stop or encourage the practice, its meddling interference will no doubt serve to discourage venturesome grain dealers who are thus willing to place their capital in jeopardy by such risky methods.

If farmers want to speculate with their grain, tell them to hold it on the farm, where they will assume all the responsibilities and have all the rights of full ownership. In years gone by, many elevator operators carried over for a number of years grain taken on contracts of this character, but inasmuch as the market never rose to a point satisfactory to the owner, the grain dealer felt constrained to hold the grain in his elevator, even though he was sorely in need of storage room.

Guaranteeing customer against price decline is a jug handled speculation which gives all of the advantage to the customer, and the sooner the grain trade stops such foolishness, the sooner will the business be on a safe basis.

## Problems of Domestic Distribution.

Merchants in all lines of manufacture and merchandising have long studied the problems bearing on the economical distribution of their products or commodities in which they dealt, yet they are suspected of not having succeeded in learning the most economical, the most expeditious method, and the U. S. Chamber of Commerce has recently established a new Department which will be known as the Department of Domestic Distribution.

In fact, it will deal with all commodities until in the hands of the ultimate consumer. The Manager of the Department seems disposed to study the activities of existing trade organizations and to analyze the present methods of distributing with the hope of devising some means of increasing the efficiency of all the different agencies employed in contributing to the distribution of each commodity.

Grain dealers generally are deeply interested in any effort to bring the business to a higher degree of efficiency, and will gladly co-operate with any move tending to expedite the movement of grain or grain products on their way from the producer to the consumer.

The new Department of the U. S. Chamber of Commerce is not the result of a propaganda conducted by a mock reformer eager to fill his own pockets, but is a real, earnest, honest-to-goodness effort on the part of the Chamber to bring about an improvement in the present methods of distribution, with a hope of reducing the distributing costs and waste. The margins of profit usually realized in the grain business are so meagre it does not seem possible that anyone, either outside or inside the business, could devise any new method whereby the cost of distribution could be reduced even a fraction of a cent.

One of the greatest expenses of the business is the delay in loading grain and the delay in transit which results in deterioration, misgrading and disappointing discounts. These difficulties, however, are problems of transportation rather than of the grain business, because they are common to all lines depending upon transportation and generally beyond the control of the grain dealers. The efforts of the Chamber of Commerce to effect reforms and improvements in the distribution of commodities will be watched with much interest by merchants in every line, but none will be quicker to profit by any practical suggestions than the progressive men of the grain trade.

## Building a Desirable Elevator.

The kind of material used in constructing an elevator can not be depended upon to insure a house of satisfactory construction or arrangement. Many concrete walls have leaked water because they were put up during freezing weather or the mixture was not the one needed to give the proper protection against the elements.

Grain dealers who expect to obtain a conveniently arranged, well constructed house, owe it to themselves to insist upon having complete plans and specifications before letting the contract for construction. Then will they be able to arrive at a clearer understanding of what they may expect to get. So many disappointing houses have been discovered only after plant was paid for, that it becomes more imperative than ever that grain dealers in ordering elevators of fire-proof construction place their orders for new houses with men of known ability and experience.

Some contractors have been very successful in putting up silos which have not fallen over, but designing and building a grain elevator that will facilitate the efficient handling of grain is quite another matter, and far beyond the capacity of the average silo builder. His product is seldom more desirable than the botch jobs delivered by the oldtime barn builders. The more permanent the material used the more difficult and expensive the changes after completion.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

L. E. & W. 10029 passed thru Laurel, Ind., on Feb. 12 on the Big Four, leaking wheat at the side of car.—Ralph Wright.

U. P. 70692 passed thru Corsicana, Tex., going south on the T. & B. V., on Jan. 17, leaking wheat badly. The railroad agent was notified.—F. B. McKie.

L. E. & W. 44884 passed thru Oxford, Ind., on Feb. 16 in a L. E. & W. local eastbound freight. Car was leaking oats at the side door.—Oxford Grain Co.

H. V. 8840 loaded with corn and oats passed thru Lakeville, O., on Jan. 11 eastbound. Car was leaking badly at the south side.—James Hudson, mgr. Lakeville Equity Exchange Co.

I. C. 34176 passed thru Lubbock, Tex., on Dec. 3 leaking red top cane seed at the side.—Thomas Grain Feed & Fuel Co.

C. M. & St. P. 90318 was set off at Whittemore, Ia., on Jan. 11 leaking oats at the draw bar. Car was repaired by the section men. About three bushels of oats lay on the ground where the car stood.—O. J. Kaschmitter.

A. T. & S. F. 25908 transferred into L. E. & W. 8153 at Otterbein, Ind., on Dec. 20, had the draw bar pulled out and one end badly broken. Oats were scattered all along the side track and the shipper will probably have a big shortage.—T. E. Samuel, mgr. Farmers Elevator Co.

L. E. & W. 8153 was filled with oats at Otterbein, Ind., on Dec. 20 after A. T. & S. F. 25908 had a draw bar pulled out and its side badly bursted. Oats were scattered all along the side track.—T. E. Samuel, mgr. Farmers Elevator Co.



Be pleasant every morning until 10 o'clock. The rest of the day will take care of itself.—Brass Tacks.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Corn and Oats Prices Nearly Back to 1903 Basis.

*Grain Dealers Journal:* In rummaging thru some of my old files recently I came across a number of bids sent out from Indianapolis by our firm in September, 1903. Some of the prices struck me as being about the same as some of our prices today and in some instances even a little better. Some of the bids sent out Sept. 19, 1903, follow: Mixed corn f. o. b. your track 49½ cents; No. 2 red wheat delivered Toledo 82¼ cents; No. 2 rye delivered Toledo 58 cents; No. 3 oats 35½ cents; No. 3 white oats 38½ cents; old No. 3 yellow corn 51 cents.—Bert A. Boyd Grain Co., Indianapolis, Ind.

### Fumigating With Bisulfid of Carbon.

*Grain Dealers Journal:* In your issue of Jan. 25th you comment editorially on the fire underwriters prohibiting fumigation with Bisulphid of Carbon, stating that the heat treatment is costly, and the use of cyanide and special cleaning might cost the grain trade \$150,000 annually. You add that the use of Bisulfid of Carbon might approximate a cost to the grain trade of \$7,500, and the use thereof cause the destruction of one grain elevator with loss of \$7,500, making the total approximate cost \$15,000. Without further analysis this looks like a very fine idea, an easy way for the trade to save about \$135,000, BUT I do not feel your figures will hold water.

An elevator loss at \$7,500 is a pretty rare "bird" these days, that is to say, a total loss. We are not considering damages when we talk about Bisulfid of Carbon, for with the explosibility and quick flash point of the gas, should the vapors from it be touched off by the contact with an open flame such as a match, lamp, lantern or even a lighted cigar or cigarette, the spread of the fire or result of the explosion would probably be disastrously complete and the loss would run high. Once in a while the fire insurance companies get nipped for \$100,000 on a country elevator, to say nothing of the high values at stake in the terminal properties which become infested with insects, and which must be taken into consideration in your example.

I haven't statistics available to show what the actual fire loss is annually from this source, but there is no question but that a general use by the grain trade of Bisulfid of Carbon for fumigation would result in a heavy run of fires from it. It is true such fires do not happen frequently, but the reason for the infrequency is due primarily to the fire insurance companies prohibiting the method, thereby discouraging the practice.

The U. S. Department of Agriculture Bulletin No. 872 is an excellent treatise on Insect Control, which should be in the hands of everyone interested in the subject. This states, "From the various processes advocated from time to time, such as fumigation with sulphur, carbon bisulphid, tobacco fumes, formaldehyde gas, etc., there have finally emerged two control measures that have now proved their value. These are fumigation with hydrocyanic acid gas and control by heat. Where these

can be intelligently and thoroughly applied results can be guaranteed."

There are enough elevators burning from common hazards without boosting the average by putting Bisulphid of Carbon to work.—E. F. Holloran, Inspector Hartford Fire Insurance Co., Minneapolis.

### Will Try Bulk Handling in New South Wales.

*Grain Dealers Journal:* Work on the bulk grain handling system of New South Wales is progressing rapidly. Twenty-eight of the 71 new elevators in the country are to be used for the handling of bulk grain this year. The aggregate capacity of these 28 plants is in the neighborhood of 5,000,000 bus. and it is expected to handle this amount thru the terminal elevator within the next three months. The terminal elevator has not yet reached the stage of conveniently handling grain as only one receiving leg has been erected. In the track shed only one system of hoppers tributary to the receiving leg are erected or nearly so. As time goes on additional parts of the plants will be brought into commission. Handling of the 5,000,000 bus. of grain this year is looked upon more as an experiment for the education of the staff and for the testing of the facilities of the railways.—James A. MacBeth, Resident Engineer James Metcalf & Co., Sydney, N. S. W., Australia. [For a description of Australia's bulk grain handling system see pages 560 to 570 of the Journal of Mar. 25, 1920.]

### Activity of County Agents in Retailing Grain.

*Grain Dealers Journal:* Reports have come to me from several points in the Panhandle of Texas are to the effect that County Agents, who are maintained by the Extension Service of the A. & M. College and the Federal Department of Agriculture, paid from taxes of the federal and state governments are very active handling grain.

There does not seem to be any good cause for such activities, as there are reliable grain men located at most stations where feed commodities are loaded. There isn't a draught or distress occasion by lack of feed stuff anywhere in Texas. It seems that these County Agents are going beyond their sphere of real usefulness, for which the Public is being taxed. There are many ways that they could be of service to agricultural interests in counties. The government has never succeeded in mercantile lines where competition and initiative are needed. If the farmers desire to organize a marketing bureau and pay the expenses, that is perfectly legitimate, fair and right, but I do not believe the farmers themselves approve of taxing all of the people for the benefit of a favored few.—H. B. Dorsey, Fort Worth, Tex.

AMERICAN WHEAT is now on a strictly domestic basis—competitive countries are selling Europe from 15c to 40c cheaper—so that the question of crop progress and domestic milling requirements to absorb the balance of the old crop are of primary importance.—Quinn-Shepherdson Co.

We are approaching the crop scare season and any real damage to the growing crop could cause a sudden upturn. Wheat back in the country is said to be in stronger hands and unless prices are maintained those who have held on so long will not be anxious to sell. On the other hand if the crop comes through without serious damage and the wheat now being held on the farms comes forward after spring work is finished wheat could find lower levels than have yet been seen on the crop. Wheat and rye now seem to be in a class by themselves compared with other grains and other commodities.—Murphy Grain Co.

### Carbon Dioxide Generated by Moist Rice.

During October, 1920, Messrs. C. H. Bailey and A. M. Gurjar, published an article in the Journal of Biological Chemistry on the "Respiration of Carbon Dioxide from Rice." This article is of scientific interest, and sheds light on the keeping quality of rice, so it is paraphrased below, says F. B. Wise, sec'y of the Rice Millers Ass'n.

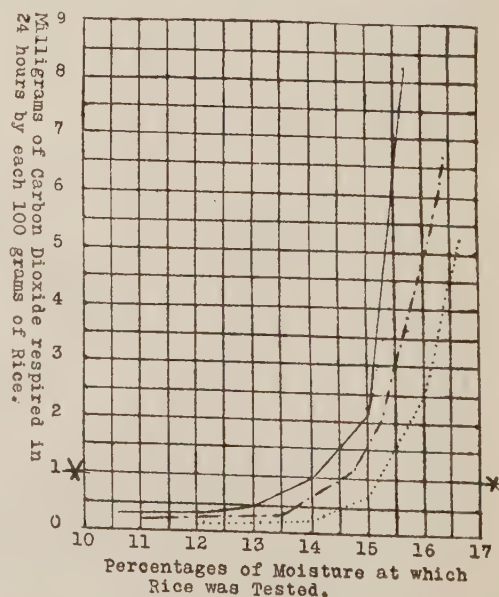
For the purpose of this research work, rough rice (with the hulls on); brown rice (with the hulls, germs and most of the bran removed) were chosen as representing rice in different stages of the milling process. Each of the three samples were divided into numerous smaller samples, and the moisture content of these small samples was varied at will by the addition of distilled water. The samples, placed under commercial storage conditions and suitable for bacterial action, gave off carbon dioxide gas, which was measured during twenty-four hour periods by apparatus installed for the purpose.

Rice, in the process of spoilage or deterioration, must have an excessive moisture content, and the rate of deterioration is directly indicated by the amount of CO<sub>2</sub> gas given off, or respired by the grain. The accompanying chart shows the respiration of CO<sub>2</sub> from samples of the three kinds of rice at different moisture contents. Your attention is called to the high CO<sub>2</sub> respiration at moisture contents of 15 per cent and above. These figures indicate a rapid deterioration. On this chart any respiration lower than one milligram of CO<sub>2</sub> is of no commercial importance, and the keeping quality of such rice is good.

A study of the CO<sub>2</sub> respiration figures on the chart will reveal that a moisture content of less than 14 per cent in any of the samples tested, yields no appreciable deterioration, but between 14 per cent and 15 per cent moisture rough rice showed an increase in CO<sub>2</sub> respiration from one milligram to slightly over two milligrams, and when the moisture content is raised to 15-2 per cent the CO<sub>2</sub> respiration is increased to eight and one-half milligrams.

The rapid increase in respiration in the brown rice and in the rice from the second hullers did not begin until the moisture content was raised to 15 per cent and 16 per cent respectively. At these high moisture figures the respiration of CO<sub>2</sub> was less than the respiration of rough rice at 15-2 per cent.

As a summary to this experiment, it may be stated (1) that rough rice respire CO<sub>2</sub> produced by deterioration more rapidly than does tion starts at a lower moisture level. (2) The



X. Approximately Safe Line; Solid Line, Rough Rice; Dot and Dash Line, Brown Rice; Dotted Line, Rice from Second Hullers.



rice in any other condition, and that deterioration of CO<sub>2</sub> respiration at a given moisture content decreases as the milling process proceeds. (3) That the germ or embryo is the seat of the most rapid respiration, quickest deterioration, and under commercial conditions should be considered as a hazard to the safe-keeping of rice because of its high oil content. (4) That the limit of moisture for miller rice as given in the U. S. Government Rice Standards at 14.1-2 per cent is close to the danger line for rice without the bran embryo, and above which it is stored with considerable hazard of deterioration.

Excessive moisture produces organic heat as a result of bacterial action, moisture and heat induces fermentation or organic fats, chiefly in the germ, and to a lesser extent in the bran, fermentation produces discoloration, mustiness, loss of finish, and respiration of carbon dioxide.

LIVING COSTS in Great Britain were the highest on record Nov. 1.

The Shiner Oil Mill & Manufacturing Co., Shiner, Tex., was alleged to have shipped eight sacks of cottonseed feed into the state of Kansas in violation of the Food & Drugs Act. Bureau of Chemistry examination showed that the feed was in sacks averaging 97.82 lbs. each and that it contained 38.40% protein. Adulteration was alleged because cottonseed cake containing less than 40% protein, had been substituted in whole or in part for cottonseed cake containing 40% protein, which the article purported to be. Misbranding was alleged because the sacks were labeled "100 lbs." Misbranding was alleged for the further reason that the article was cottonseed cake containing less than 40% protein, and was offered for sale and sold under the distinctive name of another article, 40% protein cottonseed cake. Upon the entering of a plea of guilty to the information the court imposed a fine of \$50.

## Killed by Gas From Barley.

The killing of a spoutman and the overcoming of several workmen who attempted to get him out of the gas laden atmosphere above the barley in a deep interstice bin of the reinforced concrete elevator of the Globe Grain & Milling Co., at Ogden, Utah, recently again calls attention to the danger lurking in air tight compartments containing damp grain.

In the old wooden elevators few bins were covered and none were air tight, but men did not lose their lives from breathing death dealing gases. The bins in the modern reinforced concrete elevators are generally deeper than the bins of the old wooden elevators and often covered tight so the air above the grain in a bin is unchanged except when it is emptied and refilled. However, the poisonous gases carbon monoxide and carbon dioxide would remain in the bins where produced even tho the tops of bins were uncovered.

The accident at the new concrete elevator of the Globe Grain & Milling Co., is reported in our news columns and is covered by Chief Factory Inspector G. R. Yearsley in his report to the Industrial Commission of Utah from which we take the following:

### SUFFOCATED IN BIN OF BARLEY.

Chas. L. Bune, employed as a spoutman at the Globe Grain and Milling Co.'s plant, Ogden, Utah, was killed by being suffocated with carbon dioxide gas while in the active discharge of his duty at 11:45 a. m., on Feb. 5, 1921.

Solid concrete Tank "B2" (see sketch) was loaded with a car of bearded barley Nov. 24, 1920, and another car of same on Nov. 28, 1920, totaling 126,000 lbs., thereby filling the tank to within seven feet of the top. The tank was closed up with solid iron covers and left with no means of ventilation.

Owing to a change of management, the tank was not tested or disturbed until Feb. 5, 1921 (63 days), when Mr. R. O. Daniel, the present superintendent of elevator, desiring to remove the contents, had the tank opened at the bottom. The barley refused to flow and a stream of compressed air (80 lbs. pressure) was admitted through the discharge spout to dislodge the obstruction, which is the usual cus-

tom. The barley still refusing to flow, Mr. Daniel went to the top of the tank with Mr. Bune to ascertain the cause.

Mr. Wm. A. Dunn, an electrician, was called to lower an electric globe into the tank and Mr. Bune secured a rope around the pillar above the tank and lowered himself down to the grain—about seven feet. Mr. Daniel lying on the top of the tank with his head into the manhole reached down to receive a sample of the barley from Bune who leaned over to pick up the sample. Bune was immediately overcome and fell upon the grain. Daniel was partially overcome and rushed for help in a dazed condition. Dunn seeing Bune lying on the grain and thinking he had fainted jumped into the tank to save him and was overcome. Help arrived immediately and a third man was lowered by means of a rope around his body, but he was overcome before he could rescue either Bune or Dunn. He was withdrawn and Dunn and Bune were both taken out by means of an iron hook and a rope.

Meanwhile a request had been made to the fire department for a lung motor which arrived in about fifteen minutes after Bune had entered the tank and a physician arrived about the same time. The physician upon arrival pronounced Bune dead.

First aid was given to Bune and Dunn before the lung motor or physician arrived. Dunn responded to the treatment and was taken to the hospital, but Bune would not respond to the treatment nor to the treatment by the lung motor which was administered by the firemen. The exact time of the accident is not definite, but it is estimated that Bune was in the tank about 12 minutes and Dunn about 8 or 9 minutes.

Dunn did not regain consciousness for three or four hours after arriving at the hospital and has suffered from loss of memory for five days. He is improving and says he feels no ill effects whatever. His memory is still failing at times.

Daniel did not cease work, but complained of a slight soreness in his lungs.

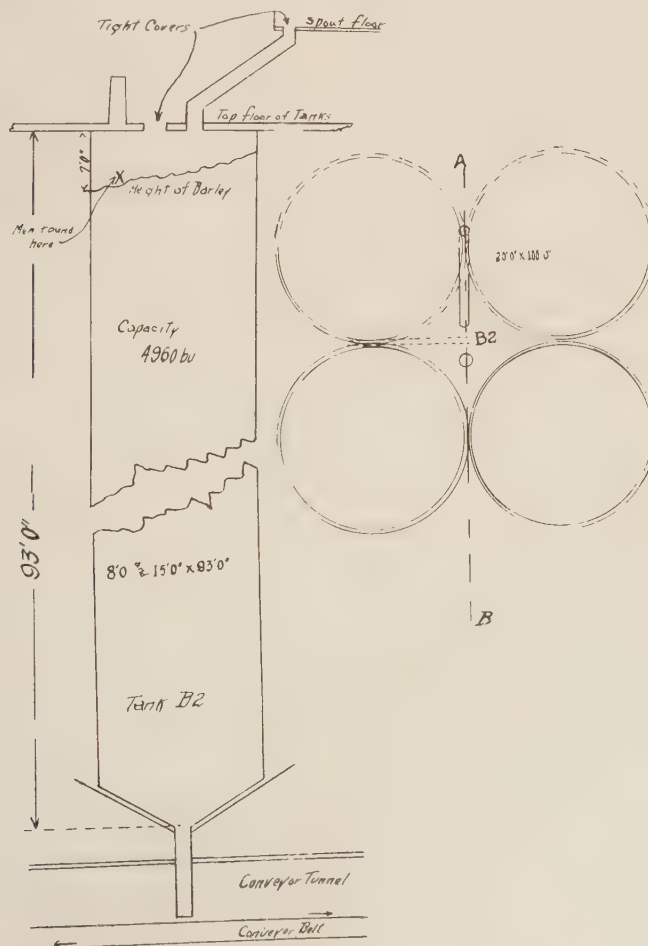
A sample of the gas taken by Mr. C. A. Allen and the writer on Feb. 8, 1921, gives the following analysis: Carbon dioxide 12.65%, oxygen 3.48%, carbon monoxide none, methane none; nitrogen by difference 83.87%.

Average air contents is: Carbon dioxide 0.003%, oxygen 21%, carbon monoxide none, methane none, nitrogen 78%, and the balance is water and inactive gases.

The barley showed a temperature of 70 degrees and a moisture content of 15%, which is conducive to fermentation and is undoubtedly the cause of the formation of the carbon dioxide and it may be that the gas was driven upward by the pressure of the compressed air at the bottom of the tank while attempting to unload it and it may be that the tank is entirely filled with the gas. The writer is inclined to the latter theory.

Grain dealers who are close readers of the Journal will remember that on Jan. 31, 1918, three men were overcome by gas in a bin of the Public Grain Elevator at New Orleans, one dying immediately and two being confined to the hospital for some time. On Dec. 20, 1917, "Sample White Corn 68% heat burned" had been received at the Port Commission's concrete elevator and after passing thru a dryer so as to reduce the moisture to 14% had been placed in an interstice bin known as B2. After this 80 foot bin was half filled, the corn was not moved. Forty days later on Jan. 31 a man was let down in a boatswain's chair to get a sample of the corn, but fell from the chair and two others in attempting to recover the body were also overcome, but were quickly drawn out and recovered.

An analysis of the air in the bin showed carbon dioxide 10%; oxygen 1.80%; carbon monoxide .20%; nitrogen 88%. The abnormal atmosphere was credited to an abnormal decomposition of the corn which did not proceed along ordinary lines of fermentation.



Plan of Interstice Bin of Elevator at Ogden, Utah, where Spoutman was Suffocated.

## Our Callers

J. G. Brennan, Otis, Colo.  
E. M. Wayne, Delavan, Ill.  
O. W. Maddin, manager Farmers Grain Co., Delroy, Ill.  
Dr. Ferdinand Smola, Czechoslovak Consulate, Omaha, Neb.  
V. E. Butler, Grain Dealers' Fire Ins. Co., Indianapolis, Ind.  
H. A. Reed, representing the Omaha Steel Works, Omaha, Neb.  
R. M. Van Ness, of the R. M. Van Ness Construction Co., Omaha, Neb.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Regulations for Bulk Grain Loading?

*Grain Dealers Journal:* We are anxious to obtain a copy of the regulations pertaining to the shipment of bulk grain from United States ports.—Wheat Department, Westralian Farmers Limited, Perth, West Australia.

### Keeping Claims Alive?

*Grain Dealers Journal:* What is necessary to keep claims for shortage alive that originated during government control, and that have been filed with the carrier?—John J. McNaw, Walters, Okla.

**Ans.:** Shortage claims are not affected by the Mar. 1 limit applying to reparation and overcharge claims. Properly filed, the claims keep alive until rejected by the carrier or until the 2 years' limit for suit expires. For an exact statement of the shipper's position on claims see article on another page of this number of the Journal on filing claims before Mar. 1.

### Calcium Chloride for Gasoline Engine.

*Grain Dealers Journal:* In reply to the inquiry by Stanley Jackson in this column Jan. 25 we would say that 3.76 lbs. of calcium chloride per gallon solution per gallon will keep water from freezing at 32.6 below zero Fahr. His 250-gallon tank will require a little less than the 950 lbs. stated.

We do not recommend calcium chloride for use in automobiles on account of the radiators containing two or three different metals, and when calcium chloride comes in contact with these metals, a form of electrolytic action is set up which destroys the weakest metal and causes the radiator to leak.—Carbondale Calcium Co., Carbondale, Pa.

### What Rope for Transmission?

*Grain Dealers Journal:* We have an elevator 90 feet high, in which we are using a double 1½ transmission rope. The rope is badly worn and must be replaced soon. Is it advisable to put in a steel cable?—Smith & Stewart, Waveland, Ind.

**Ans.:** Steel cables are not recommended by elevator engineers for inside work. They are not near so pliable as rope; and not near so durable as a good rope, of manila hemp.

To make the rope last as long as possible take the weights off the tension carriage until there is just enough to keep the rope from slipping in the grooves. Use large sheaves to prevent internal friction between the fibers of the rope, causing undue wear. A 1½-inch rope should have sheaves 4 ft. in diameter, and a maximum tension weight of 275 lbs.

### Definition of Quality?

*Grain Dealers Journal:* Will the Journal kindly advise us which of the following two grades would be the better quality:

Fair average quality

Good merchantable quality?

Are there any legal discussions establishing the approximate requirements of either one or both of these grades?

This information will be greatly appreciated.—Port Huron Storage & Bean Co., Port Huron, Mich.

**Ans.:** The Supreme Court of Idaho in *Trego v. Arave*, 116 Pacific Rep. 119, held that "Good, merchantable" hay meant that the hay is salable on the market at the ordinary market price. A comparison of these terms has not been made in any legal decision.

In general, fair average quality means no guaranteed standard other than an average of what is the subject matter. For example, re-

ferring to the crop of 1920 an exporter on the Pacific Coast might sell wheat of that year on f. a. q. basis. In one year he would get a better quality than other seasons, as it averaged better. Good, merchantable, on the other hand implies a standard as good one year as another, and good enough to sell easily.

Sometimes "fair average" would be better and at other times it would be poorer than "Good, merchantable."

### Responsibility for Baling Damaged Hay?

*Grain Dealers Journal:* We have an arbitration here before the Kansas City Hay Dealers Ass'n with a shipper from Northern Kansas from whom our man bought a year ago last January 100 tons of alfalfa in ricks that were in first class condition, no damaged hay to be baled.

We were unable to get cars for several months on the Missouri Pacific and then when we could get cars, we could not get a baler. At any rate, the farmer made a complaint to the Complaint Com'te of our Ass'n, asking us to take the hay.

This man came to Kansas City and brought a man with him who had a baler. We had a meeting before the complaint Com'te with the farmer, his baler and our man who bought the hay and it was mutually agreed that if they would bale the hay and not put in any damaged hay, as per original verbal contract, we would accept it at the purchase price, notwithstanding it lost us \$7 to \$8 per ton.

The farmer was to pay the man whom he brought to Kansas City to bale the hay and make draft for the whole amount and of course had control of him. They went back home and the first three or four cars were baled straight and loaded uniformly, which we accepted. Then they began to bale up the tops, bottoms and sides of the stacks and some of the hay graded no grade which we refused.

What we are getting at is, if our agent had hired the baler and paid for the baling at country point, we would have to stand the loss. We maintain the seller coming to Kansas City bringing the baler along with him and having a mutual agreement that no damaged hay should be baled, this second verbal and mutual agreement which we had superseded the first verbal contract and was supplementary thereto and caused a new contract to be entered into.

It turned out that we rejected the cars of damaged hay, and they were sold by another member of the Ass'n here and the seller rendered a bill for the balance of \$502 and the Arbitration Com'te rendered a verdict for the \$502.

We have appealed the case to the Board of Directors and we should like to have your opinion on this.

We find there is a tendency of the farmers of today to sell their hay and then do not give any attention or care to it afterwards and no concern as to what becomes of the hay.—Carlisle Commission Co., Kansas City, Mo.

**Ans.:** Having bot the hay in ricks all the responsibility fell on the buyer. The second verbal agreement amounts to an employment of the baler by the buyer to do the baling, and seller who had received no consideration for an abandonment of the terms of the original contract still had a right to insist that the responsibility for the baling was on the buyer. The original contract provision that no damaged hay was to be baled only applied to the quantity that was to be taken, being in effect a reservation of the right of the buyer's baler to leave damaged hay on the ground. Buyer's only recourse seems to be against the baler for all damages due to failure to follow instruction to bale no damaged hay. That the baler accompanied seller to Kansas City and was introduced to buyer by seller does not make him seller's baler. Seller was simply the medium thru which buyer paid baler for services the baler had guaranteed to perform. If the baler had not been paid the Arbitration Com'te could have cut down the award to seller by the amount of the baler's charge, compelling the baler to look to buyer for payment for baling. Buyer could recover damages of baler for baling poor hay.

### Carrier's Failure to Give Notice of Rejection?

*Grain Dealers Journal:* We understand there is a tariff that requires that the railroad company notify shippers when goods are not taken out of the station on less than carlot shipments within 15 days, and from the cars within 5 days, and no demurrage can be charged until such notice has been sent by the agent at destination to the shipper of the goods. Do you know anything about this?—Mayo Milling Co., Inc., Richmond, Va.

**Ans.:** The duty of the carrier to notify the consignor that his shipment has been refused by the consignee is well settled by all the decisions. Further, the decisions hold the railroad company responsible for all loss and damage resulting from failure to take care of the property after failure to notify the shipper. Some decisions, like the following, hold no demurrage or storage accrues until after notification:

**Carrier's Duty to Notify of Rejection.**—It is the duty of the carrier to notify the consignor of the consignee's refusal to accept a consignment in carload lots, where the carrier is not under duty to unload. Until such notice is given the consignor is not liable for demurrage.—*Baltimore & Ohio R. Co. v. Luella Coal & Coke Co.*, Supreme Court of Appeals of West Virginia, 81 Southeastern Rep. 1044.

**J. E. Fairbanks' Uniform Storage Tariff No. 1-B**, effective Aug. 30, provides: Rule 2, Sec. B. Where shipments have been plainly marked with the consignor's name and address, preceded by the word "from," notice shall be immediately sent or given consignor of refusal of less than carload shipments. Unclaimed less than carload shipments will be treated as refused after 15 calendar days from expiration of free time.

Rule 5, Sec. A, freight held in excess of free time allowed will be subject to the following storage charges per day or at option of carrier may be sent to public warehouses: For each of the first 5 days 2 cents per 100 lbs., for the sixth and each succeeding day 3 cents per 100 lbs. Sec. C, when carload freight is unloaded by the carrier for the purpose of releasing needed equipment the storage charge will be the same as would have accrued under car demurrage rules had the shipment remained in the car.

Rule 7, Sec. C, paragraph 4: "In case of failure by the carrier to send or give notice in accordance with the provisions of rule 2, sec. B, no storage charges will be assessed between the date on which the notice should have been sent or given and the date on which it was actually sent or given."

The carriers now, Feb. 23, are revising the uniform rules above quoted, to divide the country into regions having different storage rates.

From the foregoing it will be seen that the shipper is fully protected against the imposition of storage charges if it was the fault of the carrier that he had no notice of rejection.

STINKING SMUT in California annually causes a loss of from 400,000 to 500,000 bus. of grain, according to a report of the Division of Agronomy, California Department of Agriculture.

### The Grain Dealer's Petition.

Lord, give me vision that shall see

Beyond the profit of today

Into the years which are to be.

That I may take the larger way

Of labor and achievement; so

Help me fashion, staunch and sure

A work my fellow men shall know

As wrought to serve—and to endure.

I seek for fortune, Lord, nor claim

To scorn the recompense I earn;

But help me, as I play the game,

To give the world its just return.

Thou mad'st the earth for all of us,

Teach me, through struggle, strain and stress

To win and do my share, for thus

Can profit lead to happiness.

Guard me from thoughts of little men

Which blind the soul to greater things;

Save me from smug content and then

From greed and selfishness it brings;

Aid me to join that splendid clan

Of Business Men who seek to trace

A calm, considered working-plan

To make the world a better place.

Lord, let the faith of these be mine,

A creed creative, simple, true,

Let me but aid in their design,

Let me but share the work they do;

Teach me to hold this task above

All lesser thoughts within my ken,

That thus I may be worthy of

The name of Business Man; Amen!

—Berton Braley in the Nation's Business.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont.—Field crops of Ontario, according to estimates of the Ontario Department of Agriculture, follow: Wheat (fall), 18,492,000 bus.; wheat (spring), 15,051,700 bus.; barley, 16,660,350 bus.; oats, 129,171,312 bus.; rye, 2,349,880 bus.; buckwheat, 3,190,478 bus.; corn, 19,372,277 bus.; and mixed grains, 25,712,447 bus.; compared with crops raised during 1919 of wheat (fall), 15,051,703 bus.; wheat (spring), 5,646,500 bus.; barley, 13,133,700 bus.; oats, 78,388,000 bus.; rye, 2,219,042 bus.; buckwheat, 4,071,959 bus.; corn, 15,152,475 bus.; and mixed grains, 19,735,287 bus. Fall wheat, rye and corn produced more grain per acre this year than ever before.

### ILLINOIS.

Tennessee, Ill., Feb. 22.—Wheat looks fine and wheather is good. We will need some rain as it has been dry all winter.—H. W. Newland.

Springfield, Ill., Feb. 23.—A little plowing and oats seeding are reported, even in the northern division.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

Glasford, Ill., Feb. 12.—The drainage district is now cleaning the main ditch leading to the pumping station. This provides a complete opening for all the tile in this section before the spring rains come. We are interested in seeing this work done, as it will increase the grain yield wonderfully.—Glasford Farmers' Banner Elevator Co.

### INDIANA.

Yeoman, Ind., Feb. 11.—Farmers report some winter killed wheat and fly.—Y.

Teegarden, Ind., Feb. 13.—Very small wheat acreage seen and what there is seems to be badly winter killing. Prospects poor for any wheat this year. Corn and oats acreage will be about normal this spring.—J. M. Roelke, mgr. Farmers Supply Co.

Evansville, Ind., Feb. 19.—Ideal weather which has prevailed in southern Indiana, southern Illinois and northern Kentucky has been beneficial to the growing wheat. The crop is quite promising and unless the unexpected happens, the yield will be large, altho the acreage in this section is much smaller than it has been for several years.—C.

### KANSAS.

Sedan, Kan., Feb. 18.—Wheat prospects never looked better.—E. L. Park.

Conway, Kan., Feb. 11.—Our wheat crop was below the average. The growing crop looks good.—R. C. Webb.

Chapman, Kan., Feb. 17.—We have had a couple of bad winds but no great amount of damage has been done.—Chapman Mills.—C. G. Gilbert.

### KENTUCKY.

Kevill, Ky., Feb. 22.—Grain crops were abundant here this year.—Kevill Grain & Coal Co.

### MISSOURI.

Billings, Mo., Feb. 20.—Green wheat is small and looking good.—Hering & Phillips.

Bland, Mo., Feb. 21.—Growing wheat looks fine. Farmers are sowing oats.—Louis Ritterbusch.

Gorin, Mo., Feb. 21.—Prospect of the wheat crop is promising at this writing.—H. Walter, mgr. Co-op. Ass'n.

Gilliam, Mo., Feb. 22.—Growing wheat looks fine but there is quite a little fly in it.—Farmers' Elevator Co., H. C. Crosby, mgr.

Lamar, Mo., Feb. 18.—Growing wheat is in good condition. Acreage increased 15% over last year. A few oats have been sown in the past few days. Return of colder weather and frozen ground checks this sowing.—Thomas Eggert Elevator.

### MONTANA.

Antelope, Mont., Feb. 19.—Crops light this season.—Hoven Grain Co., Alf. Hoven, mgr.

### OKLAHOMA.

Walters, Okla., Feb. 23.—No green bugs in this section; wheat excellent.—John J. McAnaw.

Foss, Okla., Feb. 15.—In spite of the favorable weather, wheat is very backward and there are reports of damage by insects.—Graves Bros.

Frederick, Okla., Feb. 14.—We have numerous reports of green bugs and wheat is not looking as well as it should, considering the favorable weather we have had.—A. D. Winsor, by D. H. Sims.

### TEXAS.

Canyon, Tex., Feb. 13.—We have had good rains and snows recently which gives promise of a good grain crop. Wheat acreage has increased about 25%. Planting of oats is going on freely.—L. E. Cearly, mgr. L. E. Cearly Grain Co.

### UTAH.

Ogden, Utah, Feb. 17.—Winter wheat acreage is about normal. Spring acreage is expected to exceed the planting of last spring.—B. L. Slack, Ogden Grain Exchange.

### WISCONSIN.

Marathon, Wis., Feb. 16.—Winter grain looks good at the present time.—Marathon Farmers' Produce Co., by August Kochan.

## The Green Bug Scare.

The green bug, which is present every year, and in most seasons held in check by parasites, is reported this month to be doing much damage to wheat along the Santa Fe in Oklahoma.

So far this season the damage reported is not nearly as extensive as in 1907, and 1901. Time still remains for this pest to work havoc with the oats and wheat crops as far north as Nebraska.

Cool, moist weather permits the insect to multiply while keeping its parasites in check, so that the damage depends solely on weather conditions. One species of aphid at its normal rate of multiplication, unchecked, in a single season might give origin to 33,000,000,000,000 plant lice.

The insect breeds during the winter even below the freezing point and in the early spring the eggs hatch, into a wingless insect that sucks the plant juices and produces living young.

In experiments with a winged female in Indiana Professor Webster obtained 37 offspring within 18 days. The young that are first brot forth are in turn ready to reproduce in 5 or 6 days. Whole droves of green bugs are eaten by lady beetles and their larvae, while many are destroyed by a winged fly depositing an egg in the louse, to be hatched, and the fly cutting its way out attacks other bugs. A period of dry, warm weather gives the parasites the upper hand and the green bug disappears.

Its first appearance as a serious pest was in 1890, and it was first described by Dr. C. Rondani in 1852, 30 years before its discovery in America. The different stages of the insect are shown herewith.



The Spring Grain Aphid (Green Bug). a, Wingless Female; b, Larva; c, Pupa. Circ. 85, Bureau of Entomology, U. S. Dept. of Agriculture.

## Buffalo Exchange Not Guilty of Restraint of Trade.

A verdict for \$2,000 damages was given Richard S. Patterson, a grain dealer of Wilkes-Barre, Pa., against several members of the Buffalo Corn Exchange on the allegation that he had been posted, blacklisted and boycotted for refusing to pay an unjust demand of Burns Bros., members of the Exchange. This judgment was later reversed in favor of the Corn Exchange by the United States Circuit Court of Appeals; and the statement on page 1167 of the Journal for Dec. 25 that damages had been recovered is incorrect.

On Patterson's order Burns Bros. shipped him three cars of corn "official weight and inspection certificate final." On arrival at Wilkes-Barre 9 days after loading at Buffalo one of the cars was in bad condition and was refused by Patterson. He declined to pay for this car.

On complaint of Burns Bros. the grain committee held that the contract was final, and as they had given Patterson the certificate it was all that was required of them, and that Patterson owed them \$200.52. The secretary of the exchange sent members a circular stating the facts.

Rule 3, sec. 1 of the rules of the Exchange provided that members of the Exchange should not deal with non-members accused of violating commercial usages, after notice of such prohibition had been posted 5 days. The Court of Appeals held the verdict of the jury to be erroneous for the reason Patterson had never been posted under that rule, and no evidence was presented that the Grain Committee had adopted any resolution against him. Several members did deal with him after this occurrence and only two members refused to deal with him. Of these two one acted on information obtained from a member of the committee and the other because he had been informed by Burns Bros. that Patterson was not a reliable person. Their action was individual and the court held there was no evidence of a combination or conspiracy against Patterson.

## Farm Buro Marketing Plan.

Having completed its studies the Committee of Seventeen on Feb. 16 drew up and presented to the farmers its plan for the handling of the crops.

A National Sales Agency will be incorporated to contract with country elevators for the sale of their grain thru branch sales offices in the terminal markets.

Subscriptions by growers will provide the capital and later the running expense of the Sales Agency will be met by assessing a handling charge on grain marketed thru it.

Details have not yet been worked out, but committees are at work and the completed plan will be submitted to the farmers at a convention, for approval.



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## CANADA.

Ottawa, Ont.—Exports of Canadian wheat to the United States from Sept. 1, 1920, to Jan. 31, 1921, reached a total of 34,698,127 bus., valued at \$77,190,676, according to revised figures issued by the Dominion Bureau of Statistics. The wheat exported to the United States in the period indicated represents a little more than one-third of Canada's total wheat exports, which were 93,786,811 bus., valued at \$211,530,002. Of the balance of Canada's wheat exports, 18,111,371 bus. went to the United Kingdom and 39,977,313 bus. to other countries. Of the 58,088,684 bus. of wheat exported from Canada to countries other than the United States, 37,113,803 bus. went by United States ports and 20,974,881 bus. by Canadian seaports. Exports of flour from Canada to the United States from Sept. 1, 1920, to Jan. 21, 1921, were 707,212 bbls. Exports of flour to the United States represent one-fourth of Canada's total flour exports for the period. Canadian exports of flour to the United Kingdom were 1,086,585 bbls., and exports to all other countries except the United States 1,141,991 bbls. Of the 2,234,574 barrels of flour exported from Canada to countries other than the United States, 870,617 bbls. were shipped by United States ports and 1,357,959 by Canadian seaports.—Canadian Bureau of Information.

## ILLINOIS.

Springfield, Ill., Feb. 23.—Some corn is being marketed.—Clarence Root, meteorologist, U. S. Dept. of Agriculture.

Durand, Ill., Feb. 17.—Grain movement has been the lightest in my 20 years experience. I think it will sell around 45 cents for oats and 60 cents for corn.—Graham Bro.

## INDIANA.

Morocco, Ind., Feb. 10.—Very little corn and oats in this district.—Mark Templeton.

Jasper, Ind., Feb. 10.—Grain is moving very slowly. Farmers are not selling at the present prices.—Victoria Mill & Elevator Co.

Windfall, Ind., Feb. 12.—As the roads have been in bad condition there has been but little movement of grain in this section.—J. H. Trimble, mgr. Farmers Grain & Supply Co.

Red Key, Ind., Feb. 12.—No grain is moving from the farms now. Considerable remains in the hands of the farmers and they will not sell at present prices.—Red Key Equity Elevator Co.

Teegarden, Ind., Feb. 13.—Grain movement from the farms is practically nothing. All of last season's oats still remain in the hands of the farmers, who have no inclination to sell. All wheat is marketed.—J. M. Roelke, mgr. Farmers Supply Co.

Yeoman, Ind., Feb. 11.—No grain is moving on account of the bad roads.—Y.

Evansville, Ind., Feb. 20.—But few of the farmers in southern Indiana and Illinois are selling their corn now, as they are not satisfied with the price offered. Cribs of the farmers are full. Along the Wabash river there is so much corn in cribs that in event of a flood much of the grain will probably be lost.—C.

## IOWA.

Boyden, Ia.—Not much grain is moving, as the farmers are all holding for more money.—John C. Pryde.

Badger, Ia., Feb. 16.—Not much grain is moving on account of price and bad roads.—Farmers Elevator Co.

Hamburg, Ia.—Not more than 10% of the corn has left the farms in this corner of Iowa.—Farmers Elevator Co.

North English, Ia., Feb. 22.—No grain is being sold here. Farmers want more money.—H. Harrington, sec'y Home Lumber Co.

Rutland, Ia.—Very little corn movement and less oats. We have only handled fourteen cars of new corn so far and competitor has done about the same. Farmers are inclined to hold grain as much as possible.—M. C. Stack.

## KANSAS.

Kanopolis, Kan., Feb. 11.—Conditions are fair only. Very little grain moving.—J. A. Cusper.

Manhattan, Kan., Jan. 29.—Very little grain moving at present, as farmers are holding for higher prices.—L. D. Arnold.

Kanopolis, Kan., Feb. 11.—Grain is moving slowly. There has not been 100 bus. of wheat in here a day for the last two weeks. Farmers are holding corn.—John M. Harper.

Genesee, Kan., Feb. 11.—About 40% of the wheat still remains in this territory and the farmers are holding for higher prices. A price of \$1.75 would move the most of it.—H. L. Shellenberger.

Conway, Kan., Feb. 11.—Conditions are improving. When wheat gets up around \$1.50 and \$1.60 it moves. We have plenty of cars and are loading one out today. We have shipped in one carload of corn this season.—R. C. Webb.

Windom, Kan., Feb. 11.—January was a good month, but during the past two weeks the movement was slow. With the market showing improvement grain will move more freely. We shipped out four cars of wheat during January, but have not had a carload in this month.—J. E. Horner.

Potwin, Kan.—Considerable wheat is being held for higher prices, about 40 per cent in farmers hands. I shipped only 3 cars of wheat in January and there are probably 30 cars of wheat to go from this point and 10 cars of oats. Just about enough corn and kafir grown for home consumption.—C. T. Laird.

Topeka, Kan., Feb. 19.—Weather during the past week has been very favorable in the Territory tributary to this market for delivering wheat. This together with the advance of the past two weeks in the market has reflected considerable heavier receipts in the Topeka market. Receipts for the past week show an increase of 50% over the previous week on both wheat and corn.—C. S. Parker, sec'y Topeka Board of Trade.

Scott City, Kan., Feb. 10.—Not much grain moving.—O. Ellison.

## LOUISIANA.

Lake Charles, La.—The principal grain here is rice. The industry is very much depressed, owing to the unsettled market conditions.—Lanz Warehouse & Supply Co.

## MISSOURI.

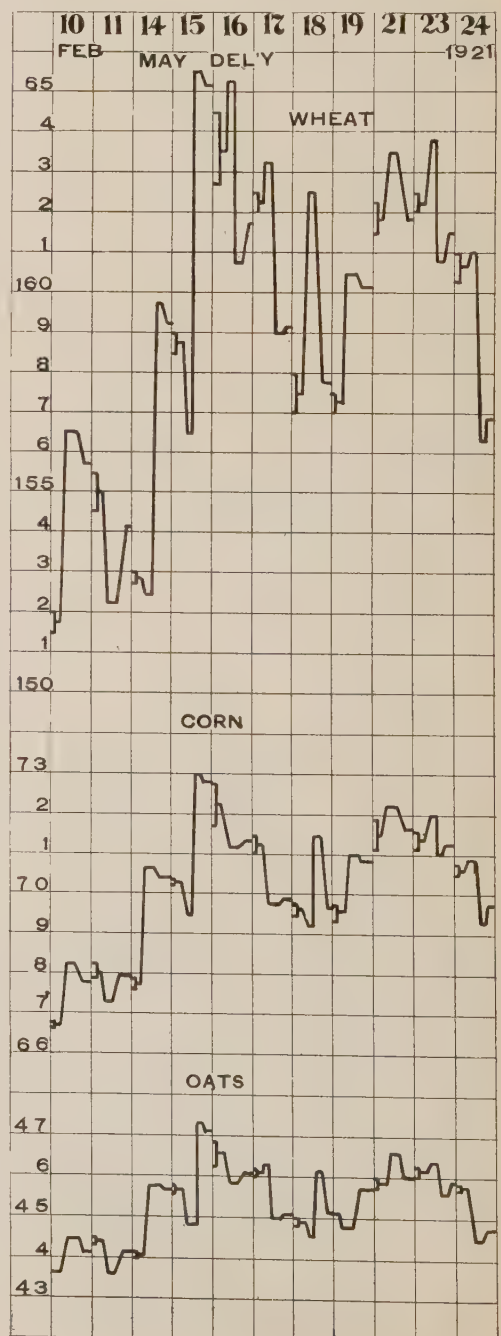
Benton City, Mo., Feb. 21.—Doing very little.—Johnson & Romans.

Andover, Mo., Feb. 21.—We took in 598 bus. of corn and 130 bus. of wheat today.—J. W. C.

Clinton, Mo.—No corn moving in this section except a little being held by renters who have to move March 1. Very little feeding is being done, despite the low price of corn.—James F. Hurley.

# Chicago Futures

Opening, high, low and close on wheat, corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



## Daily Closing Prices.

The daily closing prices of wheat, corn and oats for May delivery at the following markets for the past two weeks have been as follows:

	Feb. 10.	Feb. 11.	Feb. 12.	Feb. 13.	Feb. 14.	Feb. 15.	Feb. 16.	Feb. 17.	Feb. 18.	Feb. 19.	Feb. 20.	Feb. 21.	Feb. 22.	Feb. 23.	Feb. 24.
<b>MAY WHEAT.</b>															
Chicago	156	154 1/4	159 1/2	165	161 1/2	159	158	160	161 1/2	161 1/2	157	161 1/2	161 1/2	157	157
Minneapolis	152 3/4	150 3/4	155 1/2	160	157	154 1/2	153 1/2	155	157 1/2	156 3/4	151 1/2	157 1/2	156 3/4	151 1/2	151 1/2
Duluth	157 3/4	155 1/2	161 1/2	167	164 3/4	162	160	163	165 1/2	164 1/2	160	165 1/2	164 1/2	160	160
St. Louis	158 3/4	157 1/2	161 1/2	167 3/4	165 1/2	162 1/2	160 1/2	162 3/4	164 1/2	163 1/2	159	164 1/2	163 1/2	159	159
Kansas City	151 1/2	149 3/4	155 1/2	160 3/4	157 1/4	153 1/2	152 1/2	155 3/4	156 3/4	155 3/4	151 1/2	156 3/4	155 3/4	151 1/2	151 1/2
Milwaukee	155 3/4	154	159	165	162	159 1/4	158	160	162	161 1/2	151 1/2	162	161 1/2	151 1/2	151 1/2
Winnipeg	182 1/4	180 3/4	185 3/4	189	186 3/4	185 1/2	183	185	187 1/2	186 1/2	183 3/4	187 1/2	186 1/2	183 3/4	183 3/4
<b>MAY CORN.</b>															
Chicago	44 1/4	44 1/4	45 3/4	47 3/4	46 3/4	45	45 3/4	45 3/4	46	45 3/4	44 1/2	45 3/4	45 3/4	44 1/2	44 1/2
Kansas City	43 3/4	43 3/4	44 3/4	46 3/4	45 3/4	44 3/4	45 1/2	44 3/4	46 3/4	45 1/2	44 1/2	45 1/2	45 1/2	44 1/2	44 1/2
St. Louis	45 1/2	45 3/4	46 3/4	47 3/4	46 3/4	45 3/4	46 3/4	46 3/4	46 3/4	46 3/4	45 1/2	46 3/4	46 3/4	45 1/2	45 1/2
Minneapolis	39	38 3/4	40 3/4	41 3/4	40 3/4	39 3/4	40	40 1/2	40 3/4	40 3/4	39 3/4	40 3/4	40 3/4	39 3/4	39 3/4
Milwaukee	44 1/4	44 3/4	45 3/4	47 3/4	46 3/4	45 3/4	45 3/4	45 3/4	46 3/4	46 3/4	45 3/4	46 3/4	46 3/4	45 3/4	45 3/4
Winnipeg	51 1/2	51 1/2	52 3/4	53 3/4	51 3/4	51 3/4	50 3/4	51 3/4	52 1/2	51 3/4	51 3/4	52 1/2	51 3/4	51 3/4	51 3/4
<b>MAY CORN.</b>															
Chicago	67 3/4	68	70 3/4	72 3/4	71 3/4	69 3/4	69 3/4	70 3/4	71 3/4	71 3/4	69 3/4	71 3/4	71 3/4	69 3/4	69 3/4
Kansas City	61 3/4	61 3/4	64 3/4	66 3/4	64 3/4	63	63 1/4	63 3/4	64 3/4	64 3/4	62 3/4	64 3/4	64 3/4	62 3/4	62 3/4
St. Louis	69 1/4	69 3/4	71 1/2	74 1/2	72 3/4	71 1/2	70 3/4	71 3/4	72 3/4	72 3/4	70 3/4	71 3/4	72 3/4	70 3/4	70 3/4
Milwaukee	67 3/4	67 3/4	70 3/4	72 3/4	71 3/4	69 3/4	69 3/4	70 3/4	71 3/4	71 3/4	69 3/4	71 3/4	71 3/4	69 3/4	69 3/4



Seymour, Mo.—No wheat is moving as the farmers are holding for \$2.—Ozark Flour & Feed Co.

Bland, Mo., Feb. 21.—About 20% of the last crop is still in the farmers' hands.—Louis Ritterbusch.

Gorin, Mo., Feb. 21.—Considerable wheat still remains in the farmers' hands.—H. Walter, mgr. Co-op. Ass'n.

Gilliam, Mo., Feb. 21.—We are shipping corn south as fast as we can get cars.—Farmers Elevator Co. H. C. Crosby, mgr.

Billings, Mo., Feb. 20.—Eighty per cent of the grain has been shipped out. We have no corn or oats to ship and are shipping some corn and oats in.—Hering & Phillips.

Lamar, Mo., Feb. 18.—About one-third of the crop is in the farmers' hands at this time and the movement is light. Corn movement is also light at 50 cents per bushel and about 50% of last year's crop remains in the farmers' hands.—Thomas Eggers Elevator.

#### NEBRASKA.

Omaha, Neb.—January receipts at this market in bushels follow: Wheat, 2,331,000; corn, 3,154,200; oats, 1,008,000; rye, 120,000, and barley, 138,600; compared with receipts during January, 1920, of wheat, 1,092,000; corn, 2,552,200; oats, 1,146,000; rye, 259,600; and barley, 79,200. Shipments during January follow: Wheat, 1,798,800; corn, 1,813,000; oats, 944,000; rye, 126,500; and barley, 129,600; compared with shipments during January, 1921, of wheat, 1,585,200; corn, 1,978,600; oats, 1,412,000; rye, 256,300; and barley, 95,400.—F. P. Manchester, sec'y Omaha Grain Exchange.

#### OHIO.

Middle Point, O., Feb. 11.—Low prices have practically stopped the movement of hay and straw. Bad country roads and the heavy fall of snow has also added to the quietness.—H. G. Pollock.

#### OKLAHOMA.

Avard, Okla., Feb. 11.—Not much wheat moving at present. About 25% remains in the farmers' hands.—Walter Runsaker, Alva Roller Mills.

Foss, Okla., Feb. 15.—Very little wheat is moving at present in this vicinity. A considerable amount of kafir is coming to market.—Graves Bros.

#### TENNESSEE.

Fayetteville, Tenn.—The farmers' strike is a reality here. Not half of the present corn crop has been marketed and the farmers are holding for \$1.00.—W. L. Turly, Fayetteville Grain Co.

#### UTAH.

Salt Lake City, Utah.—With grain in mills and elevators at a purchase price of \$2 per bu. now declined to \$1 per bu., a company

to hold up must have a firm back and a stiff upper lip.—Peoples Forwarding Co.

Ogden, Utah, Feb. 17.—Business is quiet. Inspections have averaged 1,000 per month. About 25% last year's wheat crop in first hands in Utah and southern Idaho. About one-third of this has been badly damaged by rain and snow.—B. L. Slack, Ogden Grain Exchange.

#### WISCONSIN.

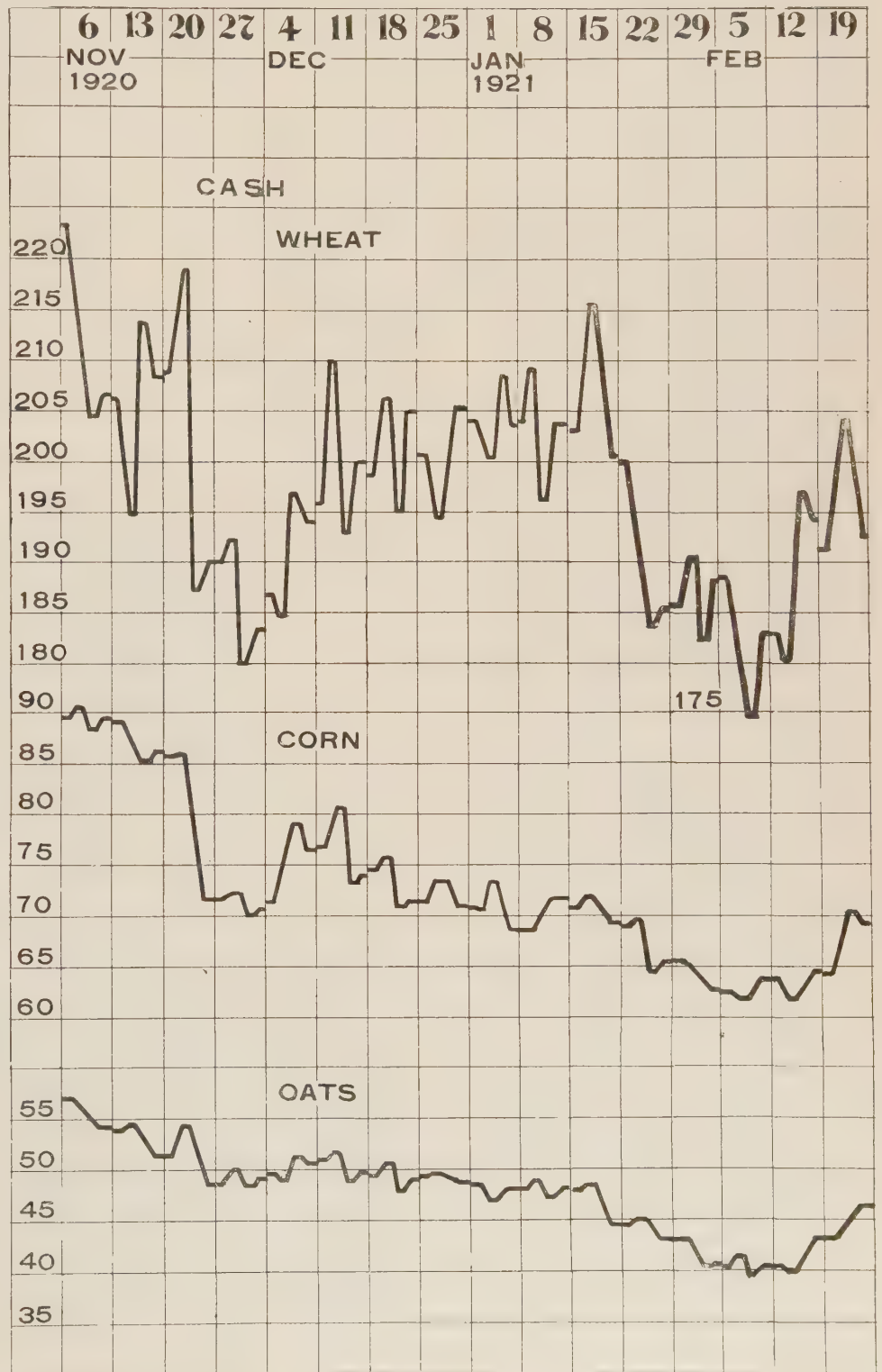
Marathon, Wis., Feb. 16.—Grain movement is slow.—Marathon Farmers' Produce Co., by August Kochan.

RICE in Swatow, China, this year is only 70% of a crop.

AUSTRIA's decrease in cereal production during 1920 is shown in the report of the European Division of the Bureau of Foreign & Domestic Commerce as follows: Wheat, 140,515 tons; rye, 251,410 tons; and barley, 97,207 tons; compared with 139,171 tons wheat; 229,504 tons of rye; and 83,207 tons of barley in 1919; and 289,940 tons wheat; 604,058 tons of rye and 479,444 tons of barley in 1918.

### Cash Wheat, Corn and Oats Fluctuations from Nov. 1 to Feb. 19.

Opening, high, low and closing average price of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week average is used in charting; actual prices below the extreme charted.



### Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1920.	1919.	1920.	1919.	1920.	1919.
July 10....	5,771	3,851	35	23	800	1,617
July 17....	8,556	3,393	39	93	322	757
July 24....	6,990	1,112	157	45	1,006	1,142
July 31....	7,033	3,067	43	9	867	2,319
Aug. 7....	6,375	3,651	52	74	353	891
Aug. 14....	7,220	2,620	102	44	9	1,584
Aug. 21....	6,919	4,445	63	67	46	2,141
Aug. 28....	11,253	6,072	122	264	134	1,576
Sept. 4....	6,425	3,848	9	118	52	1,474
Sept. 11....	8,203	7,475	55	42	130	1,411
Sept. 18....	10,902	6,343	67	148	50	1,358
Sept. 25....	10,572	4,690	76	29	116	557
Oct. 2....	7,476	5,917	75	33	112	1,442
Oct. 9....	7,427	2,485	297	28	186	1,007
Oct. 16....	9,345	2,830	323	18	223	1,184
Oct. 23....	7,985	2,920	401	9	363	131
Oct. 30....	8,189	2,458	212	10	275	406
Nov. 6....	7,768	3,865	463	23	238	1,017
Nov. 13....	6,072	5,594	474	69	475	593
Nov. 20....	8,113	4,629	1,061	21	466	957
Nov. 27....	7,988	3,821	170	39	185	108
Dec. 4....	8,009	6,226	466	16	180	877
Dec. 11....	7,256	3,674	209	16	21	904
Dec. 18....	7,924	4,639	231	10	85	540
Dec. 25....	6,510	2,522	250	25	124	150
Jan. 1....	9,509	5,161	144	46	34	394
Jan. 8....	9,429	4,854	504	62	249	306
Jan. 15....	6,457	3,650	264	106	185	155
Jan. 22....	4,782	1,980	1,029	188	139	380
Jan. 29....	6,257	1,992	1,130	84	237	731
Feb. 5....	8,814	1,374	1,476	234	195	64
Feb. 12....	5,131	2,018	1,240	207	150	926
Feb. 19....	4,776	1,932	1,155	133	312	125
Total since						
July 1....	257,287	136,643	11,500	2,403	8,250	30,516



# Speculation vs. Public Welfare

From an address by B. L. Hargis.

For some months past, in fact since the time of the dissolution of the Grain Corporation, which was practically the time of the new wheat movement, and definitely since the re-opening of futures trading, there has been adverse criticism of exchanges principally on account of short selling. At least the term "short selling" and the great press notice given to the "trader" who has, as I believe, from lack of information, been erroneously termed a "grain gambler."

It seems to me that the basic thing is that our people were not ready for the deflation in values which had to come with practical, if not specific peace with our recent enemy.

During the war period all the strength of the country's every resource was used to promote the welfare of our Navy and Army and to supply foodstuffs to those associated with us in war, all of which was carried on under the most intensive production of every commodity and material thing which was a necessary element in the proper conduct of our defense. Among the earliest measures which were deemed necessary was the control of farm products, particularly wheat. After numerous conferences, the Food Administration was authorized by law and the Grain Corporation was created. A committee was appointed to arrive at a so-called fair price for wheat. This was fixed on the basis of 2.26 Chicago for No. 2 wheat. At the time this fair price level was established, cash wheat at country points was selling higher than the Government figure and at terminal points very much over that level. As a result, the producer, the country grain merchant, and most every one connected with the grain trade, suffered more or less loss because, with the establishment of this basic level, which during the first year of the war was operated as a maximum, as well as a minimum, there could be no trading in futures. The element of personal ingenuity and judgment was made subservient to the necessities of war.

I have no complaint to make against this process and undoubtedly, with the short available wheat supply during the first year of the war, it was a necessary thing; and history will probably record it as one of our greatest achievements. Never before in the history of the world had there been such a thing as a fixed price in a country of surplus production. Fixed prices in lands where there is a deficit is a comparatively easy thing to accomplish, but the theory of fixation of price or value in a land of surplus supplies extends from one commodity to another and is related to everything which that country uses in any way.

**Producers Rebelled Against Price Fixing.**—It is interesting to note as we look back that there was a rebellious feeling on the part of the producer and many grain merchants against this Act, which was termed an abridgment of their inalienable rights.

Trading in wheat futures was discontinued in 1917, and this machinery was not again in use until July 15th of 1920. It is only a natural thing that after so long a period of disuse it should have become more or less impotent, requiring time for the rehabilitation of its strength and its free and easy operation. There can be no dispute, I believe, that prior to the war, grain trading as conducted under the regulations of organized exchanges, was the most highly developed, the most scientifically arranged, the most economically sound of any system which had ever been invented for the handling of commodities from producer to consumer.

**Unanimous Demand for Resumption.**—On May 27th, when Mr. Barnes held his conference in Chicago, calling together the grain trade, including every one interested in it, and extending it to the baker, as well as the producer, the call was unanimous that futures trading be resumed at the earliest possible date. A committee was appointed, two from each of the exchanges in which there is future trading, to assemble all the facts and designate a time when the re-opening might be made with the greatest good to the greatest number of our people.

It was easy to see that without a hedging market, the financing of the crop would have been accomplished under the greatest difficulty, and only with an insurance toll taken out, which would have reflected a serious loss to the producer and a higher cost to the consumer. This is a statement that I believe to be a fact and which I shall later treat in more detail.

Selfishness would have directed exchange officials to defer futures trading until such time as the call from the people became strong for its reinstatement, and that most assuredly would have come after a trial of open markets without hedging. War times, however, developed conscience, developed fearlessness and fidelity to trust, and it was from this training which all of the people had that grain exchanges went toward the performance of their work feeling sure that an unwarranted criticism would sooner or later be righted by public understanding, and hence the intermediate punishment would be of no importance as compared with the ultimate accomplishment and service.

## Violent Fluctuations When No Futures Market.

—It is a fact that on January 6, 1920, No. 2 hard wheat sold on the Board of Trade in Kansas City, at a time when there was no futures market, as high as \$3.05. The charge has been made that the violent fluctuation since the reinstatement of futures has been entirely out of line, but it is interesting to note that during January and February of 1920, wheat went to a premium of 85 cents over the basic price, and showed daily fluctuations of as much as 10 or 12 cents, finally showing a decline from the high of \$3.05 on Jan. 6, to a low of \$2.25 Kansas City on Feb. 21, a decline of 80 cents in forty-two calendar or about thirty-five business days. I submit to you that so precipitate a decline has never been known when organized exchanges were in free operation. The cause of this sharp advance of some 85 cents over our guaranty was that the British, thru their commission, became very anxious for supplies. The movement of wheat was retarded by poor transportation and one day they would make a bid but, not securing the quantity desired, would advance the price the following day, hoping to secure more wheat. They simply went on a buying spree and put the price up to about \$3.33 Gulf. When wheat reached this figure, it seems apparent that in their discussions they determined that without competition they had unduly enhanced the price of wheat on themselves. This conclusion was followed by an announcement that they had met their requirements for some time and would be out of the market. This announcement, coming out about Jan. 5, started the huge decline which culminated on Feb. 21. Then they re-entered the market, and on Feb. 26 this same No. 2 hard wheat was up 25 to 35 cents in Kansas City, and bringing from \$2.45 to \$2.60. Throughout the period of open exchange trading since the war we have been under the difficulty of having competitive selling in the United States against centralized buying in Europe. Practically all the importing countries have subsidized bread and since most of them are debtors to the British, it seems plausible and probable that the purchases of France, Italy, Spain, Greece and other countries, have been directed more or less thru the British Commission. There is no question that foreign announcements as to supplies needed or supplies obtained have a very great bearing on price changes in this country. The point for us to analyze is, whether the reflection of such statements is more marked with futures trading than without it.

**Prices Fluctuate Without Speculation.**—Dr. Boyle, who occupies the chair of Rural Economics at Cornell University, has made probably the most exhaustive study of speculation and futures trading of any man in America, not directly engaged in the grain business. He appeared before the House Committee on Agriculture on their invitation, I believe, to give them such facts and theories as he had. He says in one of his articles on Grain Trading:

"Men speculate because prices fluctuate. If all the speculators in the world were dead, prices would still fluctuate. Yet how common is the belief that speculation is the cause of price fluctuation. This is indeed a strange confusing of cause and effect. As well say that where there are many umbrellas there is for that reason much rain. Where there are many hospitals and ambulances, there is, for that reason, much sickness."

We have absolutely to deal with the fact that there is concentrated foreign buying; that the policy of our Government is to return to private hands as rapidly as possible the instruments of commerce in our country. This has automatically created a condition which temporarily may be burdensome to all concerned in our country, but ultimately must result in rehabilitation more quickly than it can be had in those countries which are still being supported by the arms of the respective governments. A child carried in arms until it is five years old would not be able to walk on its first attempt. In other words, it would go through the same process of muscle development as the sixteen months old child making its first steps. We are simply arriving sooner than other countries at that point where our ingenuity is most highly developed.

It cannot be disputed that the American is a native "bull" and the higher the price, the more he wants for his product. This is a very natural human psychology and is not limited in any way to the producer. It is the optimism of the American who believes that his product is good and of such quality and necessity that some one must buy it. This spirit in our people as a whole makes us, I fear, sometimes a little blind toward what is going on about us.

**Producers Could Have Hedged.**—In Kansas alone, the producers of this state, through the futures market, could have hedged their product by sales of December wheat at a price which would have reflected to them at least \$2.25 per bushel. It is true that lack of information or general understanding of the futures

market deters many men from just such a course. The average producer waits until the country elevator operator is in position to take his supplies, and the latter, of course, is regulated in that matter by his ability to secure empty box cars. Our transportation system was seriously impaired and curiously remained so impaired until after the rate advance of 35 or 40 per cent. This native bullishness on the part of the producer, and poor transportation, retarded the average annual movement of wheat on the 1920 crop, with the result that much of it was back on the farms when cars became plentiful to bring in receipts in sufficient volume to depress the market most seriously.

When the decline began the agitation among the producers naturally followed and their first step was a propaganda for holding wheat for \$3.00 in some localities, at other places \$2.50.

No account seems to have been taken of the fact that potentially this was about as bearish a device as could have been used, and certainly one which would bring to the mind of thoughtful men the thought that the large surplus back at the source of supply would have to come forward at some time. To this as much as anything else can be attributed the constant premium of cash wheat over the future and the premium of the near by future over the deferred delivery. The foreign call for our wheat has been urgent and continued so well into January of this year. Last month we came in contact with the Argentine crop, and in October and November with the Canadian crop. As long as we have a surplus over our requirements, the price level of American wheat will be made by the world's level, which is reflected in the demand from importing countries. Unfortunately, we did not take these items into sufficient account, and, before we knew it, the huge Canadian surplus was pouring into our country and into Europe. Then the large surplus of Argentine loomed. To the Europeans their supplies seemed assured, and, instead of advancing bids from day to day, they reduced bids from day to day. Canada was willing to accept the prices they offered, with the result that we had to accept such prices. The Argentine apparently is willing to accept the price the foreigner offers, hence it must be obvious that so long as we have wheat beyond our requirements, we must meet the price, if we move it.

The matter in which you are most vitally interested is no doubt the one which concerns what might have been the price changes or deflections without futures trading on organized boards of trade. That is best answered, I think, by what has resulted in commodities where futures trading does not exist.

**Fluctuations in Other Commodities.**—Fat cattle have declined in Kansas City from a top of \$17.75 at Christmas of 1920 to \$7.30 during the latter part of January. Hogs, after the release of Government control, advanced to a maximum of around \$24.00 per hundred, Kansas City, and are now on a basis of about \$8.50 to \$8.75. Refined sugar, which is not quoted on any exchange, sold in July of 1920 at \$27.60; during Christmas of 1920, \$9.50, and recently as low as \$6.75. Beans during the summer of 1920 sold from \$11.00 to \$12.00. At the present time their market value is around \$4.00 to \$4.50. Rice declined from a level of \$12.50 last summer to that of \$3.00 to \$3.25 at the present time. Potatoes on a crop of 412,000,000 bushels in 1918, sold on basis Kansas City as follows: Oct. 1, \$2.35; Dec. 1, \$1.60; Jan. 15, \$2.10; Feb. 15, \$1.65. On the 1919 crop, of 358,000,000 bushels, potatoes sold at: Oct. 1, \$3.00; Dec. 1, \$3.35; Jan. 15, 1920, \$4.60; Feb. 15, \$5.00. The 1920 crop, estimated at 430,000,000 bushels, opened October 1st at \$2.10, sold in December at \$2.00, January \$1.70, and at the present time at around \$1.40. These figures refer to the seed potatoes, which, I am informed, have a less violent fluctuation than table potatoes.

**Heavy Selling by Manipulators.**—The charge has been made against exchanges that men of great means and of no interest in the production and consumption of grain products, have depressed prices unduly by the force of their wealth, and extraordinarily heavy selling. This does not seem to take into account the incontrovertible fact that for every seller there is a buyer, and that whether the selling is for short or for hedging purposes, that the contract must be filled in some manner. The fact of the matter is that the best bull in any market is the short. That is the speculator who has sold grain, hoping to secure a profit out of a decline below the level of his sale contract.

With the development of these terminal markets came the development of great bulls, as well as the demand from countries showing an under-production. It was evident that some means must be made to store and protect the heavy rush of grain immediately following the harvests, and to have it in position where it might be quickly disbursed to those in need of it during the period of requirement. Large amounts could not be handled out of the daily arrivals, and hence a system of dealing in commodities for future delivery was developed. By this process, an exporter who has a bid from a foreigner may contract to sell him one million bushels of wheat for shipment sixty days hence. If he were to stand on that contract until he could acquire the wheat, it would be a danger-

[Continued on page 337.]



## Coming Conventions.

Mar. 1, 2, 3. North Dakota Farmers Grain Dealers Ass'n., Jamestown, N. D.

March 3, 4.—Indiana Farmers Grain Dealers Ass'n., Wabash, Ind.

Mar. 16 and 17. Farmers Grain Dealers Ass'n. of Missouri at Sedalia, Mo.

Apr. —. The Western Grain Dealers Ass'n at Cedar Rapids, Ia. (date undecided).

May 10, 11. Illinois Grain Dealers Ass'n Peoria, Ill.

May 18, 19. Oklahoma Grain Dealers Ass'n at Skirvin Hotel, Oklahoma City, Okla.

May 24, 26. Kansas Grain Dealers Ass'n., at Kansas City, Mo.

June 19, 20. Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

June 20, '21. Southern Seedsmen's Ass'n at Memphis, Tenn.

June 21, 22, 23. American Seed Trade Ass'n, St. Louis, Mo.

Sept. 6, 7. National Hay Ass'n at Chicago, Ill.

Passenger agents of the western carriers in convention at Chicago, Ill., recently decided that concessions from the regular fare would be made for any organized movement of more than 350. It is probable that more such reductions will be made.

A CORN YIELD of 105 bushels per acre won for 15 year old Everett Reynolds, of Mt. Vernon, Ky., the title of "Champion Corn Grower of Kentucky."

THE STIFF DISCOUNT for the No. 4 grades of corn suggests that the country dealers interest will best be served by selling the No. 3 grades to arrive.—Pope & Eckhardt Co.

## A Modern Elevator for the Argentine.

An up-to-date reinforced concrete elevator has just been put into commission at Buenos Aires, that will help to make every Argentine grain dealer take greater pride in his business and wish for the day when all Argentine grain shall be handled in bulk by machinery.

The new fireproof elevator of the Buenos Aires Elevator Co., would be a credit to any port. It is thoroly equipped to clean, clip, dry and bleach all kinds of grain at a minimum cost.

The elevator plant consists of a working house, receiving track shed, storage house, bleaching plant, drier house and boiler house. The foundation of the working house and storage house is of concrete resting on concrete piles. The entire superstructure of the storage house and working house is of reinforced concrete excepting that the curtain walls between columns will be built of brick.

THE WORKING HOUSE is 85'7" long by 57'5" wide, measured on the outside of first story columns and is approximately 165' in height. The working house contains 9 legs, three for receiving and shipping and six for cleaning machines, drier and bleacher. On the first floor of the working house are installed six #10 oat clippers with direct connected motor drive, also one #1 separator with belt motor drive.

On the bin floor of the working house are four #972 Northwestern separators connected in two units, each unit with belted motor drive. These will be supplied by grain from two garner above. One No. 8A flax separator on the distributing floor is supplied from

a garner above also one No. 9A screening separator with its garner above.

In the scale story are three hopper scales, each having capacity of 1600 bus. In the garner story over each scale is a garner having a capacity of 2000 bus. The equipment includes a passenger elevator running from the first floor to the scale floor.

On the west side of the working house are two dock spouts which will discharge to boats in Dock No. 1 at the rate of 20,000 bus. per hour each. At the north end of the working house is a sack elevator which will raise sacks high enough to discharge by a chute, over the tracks in front of the elevator, to boats in Dock No. 1.

THE TRACK SHED, 39'4" by 190 feet is immediately east of the working house and contains two tracks. Under each track are four track hoppers with gratings arranged so that grain can be unloaded from each side of the cars. The track shed below grade is built of reinforced concrete. The superstructure of the track shed is of structural steel with galvanized corrugated steel sides and roofs. Two 36" belt conveyors run under the track hoppers the entire length of the track shed turning onto short conveyors discharging to the receiving legs in the working house. A double drum car-puller installed in the track shed pulls cars on either track.

THE STORAGE part consists of ten storage bins 20'9" in diameter by 80' high with 7" walls and resulting interspaces as shown in the photograph, but 12 additional tanks are now in course of construction and when completed the plant will have storage capacity of approximately 800,000 bus. Both the storage house and working house bin walls were constructed with Reichert's stationary steel forms. The usual type of moving form would have been preferable, were it not for the scarcity and high price of lumber in the Argentine.

Under the storage bins are two 42" belt conveyors which will discharge directly to the shipping legs in the working house. Over the storage bins are two 36" belt conveyors with rippers; each belt is tributary to two scales in the working house and discharges to each bin in the storage house.

THE DRYING PLANT is equipped with a Morris Drier having a capacity of 1000 bus. of grain per hour. Adjoining the drying plant is a plant for bleaching oats, having a capacity of 4000 bus. per hour.

All of the materials used in the construction of the elevator, with the exception of brick, had to be imported. The lumber used was Brazilian pine together with some Southern pine. The sand and stone for concrete work was imported from Uruguay in lighters with capacities of about 250 tons each. The remaining materials consisting of Lehigh cement, all reinforcing, structural, black and galvanized sheet steel, Westinghouse motors, Link Belt Chain drives, Fairbanks scales, Montgomery passenger elevator, Monitor cleaning machines, nails, electrical material for power and light wiring, and boiler for Morris Drier, roofing, waterproofing, and machinery from Webster Mfg. Co., were all purchased in this country and shipped to the Argentine. The dust collectors were shipped knocked down and assembled on the job. All spouting was also made on the job from steel imported for the purpose. Door and window frames and sash were made locally, but the glass was sent from this country. A machine company of Buenos Aires supplied the conveyor rollers, stands, bearings, etc.

Undertaken at a time when ocean freight rates were \$35 per ton and the cost of materials in this country was high, the elevator proved very expensive to build. This can be readily understood, when it is stated that cement cost from \$10 to \$11 per barrel and the cheapest lumber used cost \$110.00 per M., and ranging in price all the way up to \$250 per M. The elevator which was put in operation last year was designed by John S. Metcalf Co., who also supervised the construction.



Reinforced Concrete Elevator of the Buenos Aires Elevator Co., Buenos Aires, Argentine Republic.



## Seeds

ESTABLISHMENT of a protective tariff on flaxseed has been asked of Congress by the Montana legislature.

SALT LAKE CITY, UTAH.—The Occidental Seed Co., in charge of T. N. Bryant, has succeeded the Holt Seed Co.

OKLAHOMA CITY, OKLA.—Seed dealers report an unusual demand for seed barley from the corn and cotton surplus sections of the south.—K.

HAMBURG, IA.—We are just closing up a successful seed corn season and are planning for next season on a more elaborate scale.—Farmers Elevator Co.

LA CROSSE, WIS.—The John A. Salzer Seed Co. has registered a horizontal design of the word Superseed as its trademark No. 126,660 for use on field and garden seeds.

LAKE CHARLES, LA.—The Lanz Warehouse & Supply Co. has completed work on its large warehouse. The company announces that it will handle seed grain as soon as conditions warrant.

BALTIMORE, MD.—The J. Bolgiano Seed Co. has been incorporated with a capital stock of \$850,000, by Albert F. Seim, Morris Robinson and William Mihm. A wholesale and retail field, garden and flower seed business is to be conducted.

MILWAUKEE, WIS.—The Milwaukee Seed Co. has registered a triangular design containing the word "New York," the picture of a steamship and the words "Seaboard Brand" as its trademark No. 138,329, for use on field, clover and grass seeds.

EVANSVILLE, IND.—Guy Purcell, formerly general manager of W. H. Small & Co., wholesale seed distributors, who embarked in business for himself some time ago, reports that he did a big business in January. He carries a full line of field seeds.—C.

LITTLE ROCK, ARK.—The Ozark Nursery & Seed Co., which contemplated the establishment of a seed warehouse in this city, has announced that on account of being unable to secure a suitable building in Little Rock the business will be carried on from Nashville, Ark.

EVANSVILLE, IND.—J. H. Warren Sr. has purchased the Dave Peck Seed Co. from the Lamasco Bank, which has been acting as trustee of the concern. Mr. Warren has moved the business from the old site to a building on Sycamore St. Mr. Peck, who established the Peck Seed Co., is now with the Isbell Seed Co. at Jackson, Mich.—C.

### Imports and Exports of Seed.

December imports and exports of seeds, compared with December, 1919, and for the 12 months ending December, were reported by the Bureau of Foreign & Domestic Commerce as follows:

	IMPORTS.		12 Mo. ending Dec.	
	December 1920	1919	1920	1919
Beans and lentils, bus. ....	38,610	324,943	2,094,648	4,972,456
Castor beans, bus. ....	68,072	95,254	1,239,215	1,208,266
Flaxseed, bus. ....	1,670,713	1,468,225	24,641,190	14,036,184
Red Clover, lbs. ....	1,493,504	1,493,504	12,692,711	7,025,591
Other clovers, lbs. ....	390,895	2,240,105	12,794,371	18,016,407
Other grass seeds, lbs. ....	853,463	2,943,108	21,113,451	15,609,926
Peas, bus. ....	5,109	91,210	1,802,982	2,140,609
Sugar beet seeds, lbs. ....	3,441,204	2,146,896	23,446,067	9,830,068
EXPORTS.				
Beans, bus. ....	52,684	128,338	1,764,735	3,795,420
Flaxseed, bus. ....	536	2,830	15,753	16,595
Clover seed, lbs. ....	1,290,493	1,082,371	4,985,695	7,943,749
Timothy, lbs. ....	2,099,408	2,389,936	13,521,134	13,346,358
Other grass seeds, lbs. ....	822,310	744,968	4,252,152	4,440,490

CLOVER SEED ACREAGE in Michigan in 1920 amounted to approximately 80,000 acres; compared with a 1919 acreage of 72,000 acres; 90,000 acres in 1918; 80,000 acres in 1917 and 147,000 acres in 1916. Total production for these years follow: 1920, 120,000 bus.; 1919, 86,000 bus.; 1918, 90,000 bus.; 1917, 128,000 bus. and in 1916, 250,000 bus. The largest yield of seed per acre for the 5 years was secured in 1916 when the crop averaged 1.70 bus. per acre.

SEED PRODUCTION in the province of Ontario, Canada, was quite profitable to many in 1921. Some farmers, according to the Ontario Department of Agriculture, received \$400 per acre for the clover seed grown. Flax acreage was considerably increased in 1920. The 21,053 acres sown yielded 10.7 bus. per acre; against 13,717 acres yielding 9.4 bus. per acre in 1919. The acreage devoted to the production of beans was 22,744 acres; compared with 22,920 acres in 1919. The crop was considerably larger on account of the yield in 1920 averaging 16.7 bus. per acre; compared with a yield of 12.6 bus. in 1919.

INDIANA'S PURE SEED bill was discussed recently before the agricultural committee of the Indiana Senate on Feb. 14 by various Indiana grain dealers, seed handlers and farmers. The bill, published in the Jan. 25 issue of the Journal, page 161, as it now stands, provides that the state shall charge for seed tags on the basis of \$.0008 per lb. or on the basis of \$.08 for a hundred lb. seed tag. Seed and grain dealers oppose this section of the bill as it is an extra burden which will have to be passed along to the purchaser. Dealers are in favor of a certain specified license fee.

MECHANICSBURG, O.—The Wing Seed Co., large handlers of alfalfa seed, filed a petition in bankruptcy and D. J. Burnham of Mechanicsburg has been appointed receiver under bonds of \$50,000. Liabilities amount to approximately \$200,000. The receivership was requested by Pres. Charles Wing because judgments would have caused the company to cease operations during its busiest season and deprived it of a means of converting its stock into assets for the purpose of liquidating its indebtedness.

SEEDS to enable farmers of North Dakota South Dakota and Montana to plant corn, wheat and rye are provided for in a bill introduced into the House by Representatives Sinclair and Young of North Dakota. The bill provides for an appropriation of \$4,000,000 and gives each farmer in these three states the privilege of borrowing up to \$450 for the purchase of seeds for use in 1921. The security would consist of first lien on all crops produced. Another house bill introduced by Rep. Anderson of Minnesota provides for the establishment of a \$5,000,000 fund to be loaned by the sec'y of agriculture in amounts not to exceed \$300 to farmers in drouth stricken areas in need of funds for the purchase of seed.

TOLEDO, O.—Timothy does not vary from the beaten path. Three dollar seed seems to be the pivot price. Been a lot of buyers of March at that price or slightly above lately. Looks like a good bet at \$3.00 for an investment. Why not? Domestic holders show no anxiety. Big decline from year ago and the improved foreign exchange should bring us on a parity with foreign markets. Understand large purchases have been made to go to the northern countries of Europe. Means probably that Germany will get it eventually as they can pay for it. We may be at war technically with Germany, but we are doing business with them as far as their ability to pay. They need many things that this country has for sale, and one of them is timothy.—J. F. Zahm & Co.

BELLINGHAM, WASH.—B. W. Bartlett and J. W. Whitney, both formerly with the Charles H. Lilly Co., Seattle, have organized the Bellingham Seed & Feed Co.

BALTIMORE, MD.—Willis E. Myers, referee for the firm of J. B. Bolgiano & Sons, bankrupt on Feb. 23, reported a dividend at the rate of 20% on claims of general creditors. Payment will be made by trustees after March 1, 1921, unless exceptions are filed before that date.

TOLEDO, O.—Offerings of clover are liberal on the bulges. Receipts increasing, 2,161 bags for the week. Shipments over 2,600. Indications are for large arrivals next month. In the years 1916 and 1918 receipts here during February were the largest of the season. March also is noted for large receipts as well as heavy shipments. Last year the heaviest receipts were in October and November account of the big premium that existed for cash seed at that time. The largest shipments were in March, although they were heavy during January and February. The previous year shipments were greatest in March. Although there is a fair demand it is not up to expectations. Country dealers think it will be in evidence when weather opens up and that prices should do better when that time comes. The weather will shape the demand. The trade is not buying in such large quantities as in previous years. It is more a hand-to-mouth basis. Total stocks here about 16,000 bags, compared with 6,000 bags year ago. No imports reported during the week.—Southworth & Co.

### From the Seed Trade.

STUART, NEB.—A surplus of field seeds produced in this section in the last season still is largely in the farmers' hands owing to the lack of demand.—William Krotter.

TEEGARDEN, IND.—There will be considerable clover seed sown this year. Farmers have plenty and only little is being purchased. There is very little market for clover seed.—J. M. Roelke, mgr. Farmers Supply Co.

LA CROSSE, WIS.—Clovers, alsike and timothy in this district in quality are fully equal to that of any other year with the possible exception of timothy which is more badly hulled than is usual. Judging from our sales of clovers and timothy seed we say unhesitatingly that the acreage will be considerably increased. We think the price has much to do with this increase as anything as timothy and clovers are well down to pre-war values.

There are very few field seeds raised in this district, consequently, there are no surplus stocks. This immediate district is a strong dairy country and little seed outside of our own raising is produced for seed purposes or market. No peas are raised in this district for commercial purposes, neither are there any soy beans. For a few weeks we were rather uncertain as to the possible outcome of the field seed end of our business, but it has started off now in good shape and if it continues we are reasonably certain that it will be well up to the average. There are so many things, however, that are apt to come up in the seed business that it is pretty hard to say with any reasonable assurance what the outcome will be. We have in mind particularly last year. The seed business almost swept us off our feet up until the middle part of April and then dropped off. This year we anticipate, in view of the shortage of funds with so many farmers, that it will be the reverse. We expect the present good steady business will continue and shortly before seeding time swamp us.—John A. Salzer Seed Co.

BUFFALO, N. Y.—We have been able so far to supply all needs for clover seed. We also look for the largest consumption of clover during the coming spring that we have had in the past five or six years, due to the low



price and the value as a fertilizer, also on account of the large acreage that has been neglected, on account of the government asking all farmers to grow grain during the war, which they did and neglected the seed crop. The quality of red clover we find to be the best that we have ever handled. The quality of Canadian alsike has not been quite as good as in years past, but we believe they have large quantities of it still in the farmers' hands.—The Stanford Seed Co.

## House Com'ite Hears Seed Dealers.

To hear arguments for and against increases on the rate of duty on various seeds the Ways and Means Com'ite of the House of Representatives recently called upon various members of the seed trade.

F. P. Lilly, Seattle, Wash., in asking for an increased tariff on seeds, mentioned the increased competition now coming from Japanese and European seed growers and reminded the Com'ite that Japanese growers of seed were advertising that they could take American seed and grow it under contract at a cost lower than any other country in the world on account of cheap Japanese labor.

J. C. Vaughan, Chicago, Ill., of the Tariff Com'ite of the American Seed Trade Ass'n, in his statement explained that the method of applying the tariff was all right and that the only objections were the amounts to be levied.

Kirby White, Detroit, Mich., stated that he was opposed to a radically increased seed tariff.

THE FLOUR LADEN steamship "Recruit" which sank in the Gulf of St. Lawrence River over six months ago, has been raised and nearly three-quarters of the flour has been dried and resold.

## Effect of Low Temperature on Seed Corn.

The effect of frost on seed corn and the yield from frost bitten seed has been thoroughly investigated by T. A. Kiesselbach and J. A. Ratcliffe of the Nebraska Experiment Station. Corn containing from 10 to 14% moisture was found to withstand the most severe winter temperatures without injury to its germinating power.

Vitality of corn averaging from 15 to 20% moisture was shown not to have been affected by ordinary autumn freezing.

The reason given for some frost exposed corn kernels germinating and other kernels from the same ear not germinating is that the moisture content of kernels on the same ear often varies considerably. The kernel with the low moisture content in most cases is less susceptible to cold.

A freezing temperature forms ice in the intercellular spaces of the corn kernel. A severe freezing temperature causes the interior of a moist or immature kernel (embryo) which is usually a light creamy color to become dark yellow or brown. The vitality of these severely frost bitten brown or yellow centered kernels was found to be considerably less than that of a kernel with the usual creamy colored center. The appearance of the interior of the kernel is therefore suggested as a fairly safe guide in determining the germinating value of a seed corn which has been subjected to a freezing temperature.

Where varieties ripen too late their maturity may be hastened by field selection of seed and by the selection of drier and more mature ears later in the season. Crib selection of seed corn may be practiced as a last resort. In years when corn matures well a good practice is to select sufficient seed for two years' planting. Whether the seed corn will grow or not should be ascertained before planting time either by a germination test or by observing the color of the germ.

## Up-to-Date New England Plant.

North Adams, Mass., is an industrial city of 25,000 inhabitants at the Western gateway of the Hoosac Tunnel, on the Boston & Maine and Boston & Albany Railroads. With reforwarding and milling in transit privileges on both roads nearly all of New England can be reached. These excellent shipping facilities contributed largely to the success of the business established in 1905 by Rufus L. Brown and George H. Bedford and particularly to the expansion of their sales in carload lots and shipping mixed car lots. Now they have branch stores at Pittsfield, Mass., Readsboro and Wilmington, Vt., and are part owners of the Caledonia Mills at St. Johnsbury, Vt.

Handling all grains, dairy, stock and mill feeds, hay, fertilizer, sugar, salt, cement, flour, beans, lime, shavings and sand it was necessary for the Berkshire Coal & Grain Co. to provide for the handling of bulk and sacked material in planning the new elevator just completed by G. W. & C. A. Lane, engineers, who made the design and furnished the machinery.

On a reinforced concrete basement and foundation were laid the walls of 2x5 planed cribbing of Oregon fir. The elevator proper is 36x48 ft., divided into 32 bins with 60,000 bus. capacity. The roof and sides are fire-proofed with asbestos. The entire building is 128x60 ft., the storehouse three stories high, with capacity for 1000 tons sacked grain on its 20,000 sq. ft. of floor, and the elevator 100 ft. high, its bins being 46 ft. deep.

The bag grain is conveniently handled from a car by the means of a bag elevator which carries the bags to the different floors where they are further conveniently handled by a belt carrier which discharges the bags at desired points.

One section of the storehouse is devoted to flour, both in barrels and paper sacks. These are handled on a freight lift of the

very latest type, being electrically controlled. This elevator also serves the basement, which is under the entire building.

The loose grain is unloaded from the cars by a power shovel and elevated to receiving bin by a 12" leg. From this bin it is automatically weighed as it passes to the separator, where it is thoroly cleaned and from this machine to a second elevator leg which carries it to top of tower 90 feet above the railroad track, where it is spouted to the different bins.

The elevator legs are provided with sheet iron heads as a protection against fire and to allow for the settling of cribwork of the bins.

The meal and cracked corn are made on motor driven direct connected attrition mills, the grading and sifting being done on reels and a cracked corn separator. The bagging is all done thru automatic scales of the latest type.

The side track has room for three cars. Besides the elevator shown in the engraving herewith, the acre of ground has hay sheds and garage, barns and two large residences, all in the heart of the city.

CANCELLATION of the Rock Island routing on grain from Minneapolis to Texas junctions for Galveston, Tex., with transit at Kansas City, Mo., leaves the only route in effect the one via Kansas City, care Katy from Minneapolis via the Rock Island, destined to Galveston.

The Superior Feed Co., Memphis, Tenn., was alleged to have shipped misbranded scratch feed into the state of Georgia. Misbranding was charged because label on the feed stated, Protein 10%, Fat 3%, whereas it contained less than 10% protein and less than 3% fat. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$25 and costs.



New Cribbed Elevator and Storehouse at North Adams, Mass.



## Feedstuffs

WEST END, N. Y.—A. W. Pine has purchased and is now operating the Goldsmith Feed Mill.

HAMBURG, MINN.—The Radke Feed Mill of this city has been purchased by William Luehring.

ALBANY, TEX.—J. S. McComb has entered the feed business and has established offices in this city.

BOSTON, MASS.—Salesmen of the Park & Pollard Co. recently closed a three day convention in this city.

HAMBURG, N. Y.—J. W. Woodruff contemplates reopening his feed mill which has been closed for 2 years.

LAKE CHARLES, LA.—We will handle feed as soon as conditions warrant.—Lanz Warehouse & Supply Co.

LOUISVILLE, KY.—The Ballard & Ballard Co. has temporarily closed its feed manufacturing department.

TULSA, OKLA.—The Otto Weiss Milling Co., with headquarters at Wichita, Kan., has opened an office in this city.

HATTIESBURG, MISS.—The Hattiesburg Grocery Co. will erect a modern 100 ton capacity mixed feed mill in this city.

COTTONSEED crushed from Aug. 1 to Jan. 31 amounted to 2,566,526 tons according to the U. S. Dept. of Agriculture.

WESTFORD, O.—The D. H. Carkhuff Feed Mill recently purchased and remodeled by Mr. Smith has been damaged \$60,000 by fire.

SUMNER, WASH.—The Staatz Mill Co., which manufactures feed and corn meal, is planning to substitute electric power for steam.

HOQUIAM, WASH.—The Hoquiam Feed Co. has been incorporated with a capital stock of \$10,000 by T. D. Jr., O. H., and T. D. Sutherland.

KANSAS CITY, MO.—The Miller McConnell Grain Co. has registered the words "Man-o-war" as its trademark No. 138,951 for use on stock feeds.

HAMLIN, W. VA.—The Hamlin Feed & Transfer Co. has been incorporated for \$10,000 by E. U. Ashenhardt, M. V. Fisher, Dan Bias and others.

NEW ORLEANS, LA.—The feed manufacturing plant of Charles R. Matthews & Bros., now under construction, will be ready for operation early in July.

LIMA, O.—Olf Rager, until recently in the feed business in this city, has been declared an involuntary bankrupt. Liabilities are placed at \$5900 and assets at \$200.

DULUTH, MINN.—Mill oats recently brought the low price of 18 cents a bushel at this market compared with a price of over one dollar on February, 1920.

MINNEAPOLIS, MINN.—The Bergman Feed Mill has been incorporated with a capital stock of \$50,000 by H. J. Bergman, Patrick Collins and Paul J. Marwin.

HAMBURG, IA.—The Farmers Elevator Co. contemplates the installation of new grinding machinery and will manufacture alfalfa cattle feed and mixed poultry feed.

KANSAS CITY, MO.—The Goldwood-Amrine Co., a feed concern which recently established offices in this city and in St. Joseph, states that it will not build or purchase any buildings.

GALESBURG, ILL.—The plant of the Galesburg Molasses Feed Co. now nearing completion will be ready for operation within the next month, according to company officials.

MADRID, N. Y.—Our feed and coal business is already in operation. We contemplate the installation of electrical equipment and the erection of coal elevators.—F. H. Kelly & Co., Inc.

MEMPHIS, TENN.—The Valley Milling Co. is the name of the new concern organized upon the consolidation of the Mott Elevator and the Valley Feed Mill, both large feed manufacturers.

OSWEGO, N. Y.—The Oswego Milling Co., one of the largest feed millers in the state, recently filed a petition in bankruptcy. Liabilities are given as \$295,983 and assets are estimated at \$57,741.

BLUEFIELD, W. VA.—The Sublette Feed & Supply Co. has been incorporated with a capital stock of \$100,000 by F. J. and E. R. Sublette, J. T., and M. S. McMullin and George Richardson Jr.

NEW LEBANON, IND.—The Sullivan Mill & Elevator Co., recently incorporated, will take possession of the Sullivan Mill & Elevator on May 1 and will commence the manufacture of all kinds of feeds.

MERIDIAN, MISS.—John M. Wilson has registered a design of a top across which is written the words "Nun Better" as his trademark No. 137,648, for use on feed for horses, cattle and chickens.

MEMPHIS, TENN.—The National Brokerage Co., large feed handlers of this city, has been purchased by Ferd Heckle and Charles E. Heckle Jr., who were for many years with John T. Leonard & Co.

MINNEAPOLIS, MINN.—Oil cakes shipped from this market during January amounted to 19,345,270 tons; compared with shipments during January, 1920, of 13,973,921 tons or an increase of approximately 17%.

MT. VERNON, WASH.—Frank Whitehead, for many years with the Mount Vernon Produce Co., has taken over the buildings formerly used by the City Grain & Seed Co. and has started the Skagit Feed Co.

CLARENDON, TEX.—The Texas Grain Products Co. of Dallas, Tex., which contemplated the establishment of a feed mill in this city to have a capacity of 100 tons per day, has abandoned the project for the present.

YAKIMA, WASH.—In Spokane our company is known as the Falls City Mill & Feed Co. We manufacture our own feeds and have several branch stores thruout the valley and in the Spokane district.—Yakima Milling Co.

CHATTANOOGA, TENN.—The Chattanooga Grain & Hay Exchange has inaugurated the inspection of cottonseed products. Clarence E. Server is official inspector and his work has been approved by the Interstate Cotton Seed Crushers Ass'n.

CHICAGO, ILL.—The Western Linseed Products Co. has been incorporated for \$2,500 by J. A. Blake, R. A. Watson and R. Birk of Chicago. The company will deal in feeds for animals, molasses and conduct a warehousing and storage business.

SEATTLE, WASH.—The new feed mill of the Sperry Flour Co., upon which work was started in November, was ready for operation on Feb. 15. The building cost approximately \$50,000 and will be used for the manufacture of dairy feeds and cereals.

CORN MILLERS have been granted a new ocean rate differential. Various corn interests recently appealed to the U. S. Shipping Board to establish rates on corn and corn products on a parity with rates on wheat and wheat flour. On Feb. 10 the Shipping Board made the following announcement: Resolved, that the rates on water on barley in bags, corn in bags, cornmeal in bags, corn and rye flour in bags, grits in bags, hominy feed in bags, oatmeal in bags, pot barley in bags and starch and dextrine in bags, shall be the same as those contemporaneously maintained on wheat flour in bags.

ROCKWOOD, TENN.—The feed business of E. T. Ingram has been purchased by the W. E. Brown & Co.

CHICAGO, ILL.—The Quaker Oats Co. on Feb. 15 declared a quarterly dividend of  $\frac{1}{2}\%$  on its common stock payable April 15. This dividend, which is the lowest paid since 1906, is also just half of the dividend for the corresponding quarter in 1920. The company paid 12% on its common stock last year.

L. C. KAVANAUGH, for many years owner of the National Brokerage Co. of Memphis, Tenn., is now solicitor for the Triangle Milling Co. of Kansas City, Mo. Mr. Kavanaugh, previous to operating the Memphis concern, was for 10 years with the International Sugar Feed Co. and was for 5 years with various other feed concerns.

SHIPPERS OF COTTONSEED, the Roberts Cotton Oil Co., of Cairo, Ill., were charged 27½ cents on a shipment of cottonseed moving from Clarkton, Mo., to Cairo, Ill. The seed had been routed over lines which at that time had no joint commodity rate but which later did establish one between the two points. Upon appeal to the Interstate Commerce Commission reparation amounting to \$99 was awarded.

PAPER SACKS may be used in the shipment of grain products when requirements of the Consolidated Classification Rules are met is the statement of Sec'y Frank H. Tanner of the Ohio Millers' Ass'n in reply to the inspectors who have been advising millers that they cannot ship in paper sacks. The following must be on every bag, "Freight Shipping Bag, Meeting requirements of the Consolidated Freight Classification; For—(contents); Guaranteed by — (name of mfr.)." Bags of grain weighing each less than 20 pounds in shipments of less than 24,000 lbs. must be enclosed in containers made of burlap or jute or of cotton cloth weighing not less than 5 ounces per square yard, and containing not less than 36 threads to the inch each way, or in paper containers of material of a quality upon which the above form of stamp can be used. When the above two requirements are not fully complied with, the freight rate on grain products in bags shall be increased 20% with a minimum of 2 cents per 100 pounds above the rates applicable on such articles in bags that do comply with these requirements. In ordering bags or containers, millers should specify that they meet the requirements of Consolidated Classification, and that the form of statement indicated above shall be printed on each bag. As to paper bags on hand, millers should at once ascertain from the manufacturer whether the paper bags they now have meet the requirements, if so, the form of statement can be placed upon each bag by means of a rubber stamp before being shipped. Manufacturers of paper bags have stated that bags manufactured by them meet these requirements; it is advisable, however, that each miller take the matter up with his bag manufacturer.

### Exports of Feedstuffs.

December exports of feedstuffs compared with December, 1919, and for the 12 months ending December, were reported by the Bureau of Foreign & Domestic Commerce as follows:

	December 1920	December 1919	12 Mo. ending Dec. 1920	1919
Bran and mids., tns	119	342	3,051	4,517
Cocanut cake, lbs.	10,449	.....	528,619	.....
Corn oil cake, lbs.	.....	.....	129,613	963,980
Cottonseed cake, lbs.	100,476,829	69,252,430	314,018,114	394,025,721
Cottonseed meal, lbs.	8,665,916	9,770,220	26,027,868	233,507,445
Dried grain, malt sprouts, tons	28	208	402	1,960
Linseed cake, lbs.	37,727,603	38,093,365	223,286,040	327,922,678
Linseed meal, lbs.	1,095,473	523,740	12,338,937	25,828,805
Millfeed, tons	301	452	10,481	12,124



PEKIN, ILL.—Employees of the local plant of the Corn Products Refining Co. recently voluntarily voted to accept a reduction in wages of 6 cents per hour.

"MILLFEED DEFINITIONS" is the title of a handy pamphlet issued by the Millers National Federation Chicago, Ill. The definitions are those adopted by the Ass'n of Feed Control Officials and the feed control officials of the various states. The pamphlet suggests that you "See that your feeds comply with the definitions." Included in the pamphlet is a list of the proposed standards for wheat mills feeds.

CAPE GIRARDEAU, Mo.—The feed warehouses of Thomas Lilly were completely destroyed by fire early in January. After becoming established in his new quarters Mr. Lilly writes: We are in a position again to furnish shipments of both straight and mixed cars from Cape Girardeau under the firm name of Lilly-Mabrey. We are also able to make shipments of hay. On account of the low prices prevailing on corn farmers are feeding more of it than mixed feeds. We expect to rebuild some time in the near future but not just at the present time.—Thomas S. Lilly of Lilly-Mobrey.

MEMPHIS, TENN.—Will A. Hall, mgr. of the Memphis, Tenn. plant of the International Sugar Feed Co. in an educational message sent to those who sell feed says: Proper feeding, of balanced rations, will increase the amount of milk, but the quality must be bred into the cow. Indifferent feeding only produces unsatisfactory and profitless results, and dairying need not be devoid of profit; on the contrary it is highly profitable to thousands who give their chosen field care and attention.

FEED DEALERS, representatives of the Dominion Agricultural Department and Canadian

livestock interests recently conferred on the establishment of a new feed to be known as "feed middlings." The purpose is to get up a feed which will have the ingredients desired by the livestock interests, and which can be sold under Canada's new feed law.

## New Wisconsin Law Defines Feed and Regulates Its Sale.

The Wisconsin Legislature in 10 S-A would define the various feeds, regulate their sale and provide a penalty for violation of its provisions. The bill follows:

**Concentrated Commercial Feedstuffs** shall include linseed meals, cottonseed meals, coconut meals, oil meals of all kinds, gluten meals, pea meals, gluten feeds, maize feeds, starch feeds, sugar feeds, molasses feeds, hominy feeds, cerealine feeds, distillers' grains, dried brewers' grains, malt sprouts, alfalfa meal, dried beet pulp, corn, wheat, rye and buckwheat bran, middlings, or shorts, rice, meals, barley feeds, corn and oat feeds, dried blood, tankage, ground beef or fish scraps, mixed feeds of all kinds, also condimental stock foods, patented and proprietary stock foods claimed to possess nutritive as well as medicinal properties, and all other materials intended for feeding to domestic animals; but shall not include hays and straws, the whole seeds nor the unmixed meals made directly from the entire grains of wheat, rye, barley, oats, Indian corn, buckwheat, sorghum, broom corn, millet and flax seed.

Nothing shall be construed as prohibiting persons engaged, within the state of Wisconsin, in the business of manufacturing flours and malt from selling at the place where made, their own manufacture of mill feeds or malt sprouts without complying with the provisions except as provided.

**Every manufacturer, company or person** who shall sell, offer or expose for sale or for distribution in this state any concentrated commercial feeding stuff used for feeding farm live stock, shall furnish with each car or other amount shipped in bulk and shall affix to every package of such feeding stuff in a conspicuous place on the outside thereof a plainly printed statement clearly and truly certifying the num-

ber of net pounds in the car or package sold or offered for sale, the name or trademark under which the article is sold, the name of the manufacturer or shipper, the place of manufacture, the place of business, and the minimum percentages it contains of crude protein, and of crude fat, and the maximum percentage of crude fibre which it contains, and the specific name of each ingredient used in its manufacture.

The crude protein, crude fat, and crude fibre shall be determined by the methods adopted by the ass'n of official agricultural chemists of North America.

Whenever any feeding stuff is sold at retail in bulk or in containers belonging to the purchaser, the agent or dealer shall furnish the purchaser a certified copy of the statement named in this section.

**Every person selling millfeed** within the state of Wisconsin shall mark plainly in a conspicuous place on the outside of every sack or package of such mill feed the name and place of business of the seller, and the specific name and percentage of each ingredient which it contains. Whenever such mill feed is sold in bulk or in containers belonging to the purchaser, the seller shall furnish to the purchaser a certified copy of such statement.

Any manufacturer, importer or person who shall sell, offer or expose for sale or distribution in this state, any concentrated commercial feeding stuff, without complying with the requirements of this act, or any feeding stuff which contains substantially a smaller percentage of protein or fat, or both, than are certified to be contained, or which contains substantially more fibre than is certified to be contained, or who shall fail properly to state the specific name of each and every ingredient used in its manufacture, or any person who shall violate any of the provisions shall be punished by a fine of not less than one hundred dollars and not more than two hundred dollars for each offense.

This act shall take effect upon passage and publication.

CORN COBS are netting farmers in the vicinity of Boonville, Mo., the home of the American Pipe Works, an additional revenue of from \$12 to \$18 per acre. So far the company has sent out its own buyer for all cobs.

## Shanard's New Elevator at Bridgewater.

The Shanard Elevator Co., of Bridgewater, S. D., is one of the old grain firms of the state, having been established thirty years ago. It maintains headquarters at Bridgewater and operates a line of elevators along the Iowa and Dakota Division of the C. M. & St. P. Ry. T. J. Shanard is President, J. H. Shanard Vice President, and W. J. Shanard Secretary and Treasurer.

The principal grains handled by this Company at Bridgewater are wheat, oats, corn and barley. In addition to the new 30,000 bu. elevator which this Company has recently completed at Bridgewater, it operates elevators on the C. M. & St. P., at Freeman, S. D., Dolton, S. D., Tyndall, S. D., Parker, S. D., Emery, S. D., Alexandria, S. D., Tulare, S. D., Kaylor, S. D. Also a 30,000 bu. elevator on the Great Northern at Yale.

Before wrecking the old elevator and clearing off the site for a new house, the Shanard Company gave a contract to the T. E. Ibberson Co., for a modern cribbed elevator to be covered with galvanized iron.

The new elevator is erected on a heavy foundation of solid concrete slabs, reinforced with steel. It contains twelve bins and is equipped with two legs, using V buckets. Grain is diverted from cupola to any of the twelve bins by one of Ibberson's Double Distributing Spouts, so that both legs can elevate grain at one and the same time to any bin in the house or can elevate grain to different bins. It also spouts grain to the Fairbanks hopper scale in the cupola.

The house is equipped with a No. 60 cleaner, a Smith manlift, a 10 ton Howe scale, a 15 H. P. gas engine, and electric motors so installed that either electric or gas power can be used, together or separately as desired. In the driveway is a 10 ton Howe scale and a Globe air dump for handling trucks and wagons. Underneath the two room office is the power room. Mr. W. Smith is the local buyer at Bridgewater.



Shanard Elevator Co., Bridgewater, S. D.



## Grain Carriers

SHIPPING BOARD vessels tied up on Feb. 15 numbered 405.

RAIL RATES in Montana will have to be increased by March 22 to equal the interstate rates is the decision of the Interstate Commerce Commission.

IDLE SHIPS are found in nearly all ports. About 557 British ships are laid up. Voyages are being run at a loss on account of the high cost of operation.

BARGES on the Wabash River were last week used to move 15,000 bus. of corn from New Haven, Ill., to the Fuhrer-Ford Milling Co. at Mt. Vernon, Ind.

NEBRASKA intrastate rates must be raised to the level of interstate rates by March 22 according to an order issued on Feb. 15 by the Interstate Commerce Commission.

IDLE FREIGHT CARS on Feb. 17 numbered 358,000 cars compared with a car shortage of 150,000 cars in February, 1920, according to the American Railway Ass'n.

THE INTERSTATE Commerce Commission has dismissed the complaint of the Kurth Malting Co. of Great Falls, Mont., against the rate on barley malt from that point to Milwaukee, Wis.

GRAIN AND FLOUR rates from Missouri River points to Duluth, Minn., were discussed at a hearing conducted at Minneapolis, Minn., on Feb. 23 by the Interstate Commerce Commission.

THE ERIE is now publishing a bulletin for the benefit of shippers along its lines in which it gives the names and addresses of foreign merchants and manufacturers and the products they import or export.

MIDLE POINT, O.—I deem it an opportune time for the grain dealers to make application to the railroad companies and the Interstate Commerce Commission for lower rates on grain and grain products.—H. G. Pollock.

TRANSIT PRIVILEGES effective in the state of California are to be investigated by the California Railroad Commission. A hearing was conducted in San Francisco on Feb. 24 and another is to be held at Los Angeles on March 3.

INCREASED FREIGHT RATES from points in Colorado, New Mexico and Wyoming to El Paso, Tex., and related points which were soon to become effective have been suspended until June 15 by the Interstate Commerce Commission.

IT IS TIME to agitate for lower freight and passenger rates if business is to get better. Lower rates will stimulate business just as the higher rates have demoralized it.—Frank H. Tanner, sec'y Ohio Millers State Ass'n, Columbus, O.

JURISDICTION over intrastate rates is to be taken from the Interstate Commerce Commission and placed in the hands of the state commissions if a Senate bill introduced by Senator Kenyon of Iowa on Feb. 18 ever becomes a law.

FACILITATING the movement of grain thru Galveston, Tex., was the subject of a conference held recently in this city between representatives of Galveston's grain trade, heads of the railways serving Galveston and representatives of the Interstate Commerce Commission.

RICE RATES not higher than the grain rates between the same points is the request recently presented to the California Railway Commission by the rice growers and millers of California. The Commission, after an investigation granted a rate on rice equal to 12% of the rate on grain, a reduction of approximately \$1.20 per ton.

NEBRASKA CARRIERS on Feb. 21 were granted a temporary injunction by the federal court restraining the Nebraska state commission from interfering with rates established by the Interstate Commerce Commission. Increased rates became effective Feb. 22.

CARGO RATES from Halifax and St. John to England have been reduced from 50 to 40 cents per cubic foot or from \$1 to 75 cents per hundred pounds. American vessel rates now in effect for carrying flour from United States ports to England average only about 30 cents per hundred.

CANADA's proposed new grain outlet, the Hudson Bay Railway, upon which work was stopped during the war, is soon to be completed thru assistance promised by the Dominion Government. The road connects The Pas, Saskatchewan, with Port Nelson, Ont., on the Hudson Bay.

A DECISION in which \$225,000 was awarded Scruby Bros. Grain & Implement Co., Chillicothe, Mo., and others, was announced in Judge Pence's division of the circuit court Feb. 8. The case grew out of the old maximum freight rate litigation, and the suit was brought against the C. B. & Q. R. R. Co.

"LET the Interstate Commerce Commission review the increased rates made effective last August and have the U. S. Railway Labor Board reconsider the wage increases of \$625,000,000 granted last July," is the substance of a resolution which has been introduced into the house by Representative Black of Texas.

AN INVESTIGATION of the unfair freight rates charged on grain and grain products is provided for in a resolution introduced recently into the New Mexico legislature.—K. (An example of how the rates from New Mexico affect the New Mexico shipper was published in the Journal of Dec. 25, page 1166.)

THE TEST CASE in the Supreme Court in which the state of Wisconsin is to determine whether or not the Interstate Commerce Commission has power to set aside state railway rates will commence on Feb. 28. Attorneys general of many interested states met in Washington on Feb. 16 to discuss the action to be taken. It is expected that many will assist the Wisconsin state attorneys in their arguments.

"AN UNWARRANTED and vicious drain costing many millions of dollars and an artificial expense" is what Senator LaFollette said of the carriers' contracts for supplies and repairs. Senator LaFollette recently introduced a bill in Congress calling upon the Interstate Commerce Commission for information regarding the operating expenses of the carriers. On account of objections by Senator Townsend from Michigan the bill was carried over.

AN INTERESTING test case which will show the power of the Railway Labor Board was brought up recently, when the Missouri and North Arkansas R. R., which is in the hands of a receiver, posted notice of a wage reduction. The union employees all walked out and have presented their case to the Labor Board. Receiver of the road C. A. Phelan contends that as the union men are no longer with the road they have no right to be represented and the Board has no authority in the dispute.

THREE EMPLOYEES of the Pere Marquette, at Baldwin, Mich., classed as "pumpers," were classed by the U. S. Director General as "electricians" and their rate of pay fixed at 72c for one man and 68c an hour for the other two. Prior to Nov 4, 1918, two men on 12-hour shifts did the work at \$84 and \$60 per month. In reclassifying as electricians these men were awarded \$9,333 back pay. They had no work to do but start and stop the pumps and keep the machines oiled. The result was the men were paid more than the water was worth. This wasteful practice is still followed under the national agreements.

MEMBERS OF SHIPPERS' assn's, and others who come in close contact with the railroads are invited by the American Farm Bureau to attend the traffic conference to be held in the Congress Hotel, Chicago, Ill., on Monday, March 14. Railroad labor organizations and the railway executive associations are also asked by Pres. of the Bureau J. R. Howard to send delegates. The conference is called primarily to consider ways and means of lowering transportation costs.

IN OPPOSING the project for the Great Lakes and St. Lawrence deep waterway a special com'tee of the Boston Chamber of Commerce reported that the tonnage of American grain shipments which might use this route, taking the combined shipments for export thru the ports of Boston, Philadelphia, New York and Baltimore, would not be sufficient to warrant the expense, even if the cost of rehandling at those points be considered. Nine-tenths of the freight handled on the Great Lakes never reaches tidewater.

INDIANA CARRIERS recently appealed to the Federal Court for an injunction that would restrain the Indiana Public Service Commission from prosecuting Indiana carriers for not abiding with the rate orders of that Commission. The carriers pleaded that the existing emergency was the reason the injunction should be issued. Federal Judge Anderson in Indianapolis on Feb. 18 denied the application, saying that insufficient evidence of an emergency had been produced. The application for an injunction was finally granted on Feb. 21.

REPARATION has been awarded the E. E. Delp Grain Co., by the Interstate Commerce Commission of demurrage charges assessed by the Philadelphia & Reading R. R. Co. for the detention of 14 cars of salvaged oats, shipped from New York to the Philadelphia Grain Elevator Co., Port Richmond, controlled by the railroad company. After the oats had been started and most of them had arrived the railroad company informed Delp & Co. that the elevator was too busy drying corn to handle the oats and suggested shipping elsewhere. Delp & Co. were willing to do this if granted a special rate. The cars stood on track and accumulated \$2820 demurrage. Complainants contended that as the shipments were not ordered to be held in cars, or reconsigned until defendant threatened to sell the oats, and were not refused by the elevator company, the demurrage charges were illegally assessed.

ILLINOIS INTRASTATE rates on Feb. 19 were increased to 40% over the rates in effect prior to Aug. 25, 1920, whereas the rates in effect before Feb. 19 were but 35% over the rates effective prior to Aug. 25. The increase was the result of the Illinois carriers obtaining an injunction from the United States District court restraining the Illinois Public Utilities Commission from interfering with the orders of the Interstate Commerce Commission. The Illinois Public Utilities Commission had permitted carriers only a 35% increase. The Interstate Commerce Commission ordered the increase of the rates on Feb. 15 to become effective Feb. 19. Under the new rates reconsigning charges per car will be increased from \$2.50 to \$3 per car.

INDIANA INTRASTATE rail rates which were increased only 10% have been ordered by the Interstate Commerce Commission to be raised to equal the interstate rates. The new rates are to become effective March 24. Rates on coal for distances of 30 miles or less are not affected. The I. C. C. in making this announcement on Feb. 16 said about Indiana freight rates: "Apparently to retaliate for the action of the Illinois Commission in affording the Illinois producers an advantage in the Chicago market the Indiana Commission allowed no increase from Indiana producing points to Indianapolis and other large Indiana markets, thus giving the Indiana producers an advantage over the Illinois pro-



ducers who must ship across the state line to reach the Indiana market." Indiana state officials on Feb. 17 announced that an appeal would be made to the U. S. District Court to prevent the establishment of the higher rates.

## Appropriations for the U. S. Dept. of Agriculture.

Appropriations for the maintenance of the U. S. Dept. of Agriculture for the fiscal year ending June 30, 1922, are provided for in House Bill 15812.

A fund of \$5,000,000 is provided so that the sec'y of agriculture may make loans of up to \$300 to farmers in drouth-stricken areas for the purchase of seed.

The Buro of Plant Industry will receive \$2,985,735 or \$108,659 less than last year. The appropriations this year provide \$125,000 for the introduction of foreign plants and seeds; \$72,000 for plant disease investigations and \$391,705 for cereal crop investigations.

The Buro of Markets and Crop Estimates is to receive \$3,074,444, or \$217,000 more than last year. Yet these depts. were consolidated for the sake of economy. Of the amount provided for the coming year \$538,623 is for the enforcement of the Grain Standards Act; \$109,000 for the enforcement of the Warehouse Act, and \$350,000 for crop estimate work.

The bill also provides for the consolidation of Buro of Markets and the Buro of Crop Estimates into one body as recommended by the sec'y of agriculture.

## A Circular Tank Grain Elevator.

A given number of cubic yards of cement concrete can be made to inclose the greatest space by erecting a cylindrical wall. Having achieved this economy for maximum storage there arises the considerable problem of dividing the interior of the structure to preserve its strength and to afford the maximum number of separate bins for the convenience of the operator.

At the new elevator of the Farmers Elevator Co., at Cuba, Ill., the partitioning was accomplished by a symmetrical arrangement of the interior walls, as shown in the plan reproduced herewith. This is probably the first grain elevator built with concrete elevator leg casings. These legs were poured as the building went up and are integral with the building.

The building is 30 ft. in diameter, and contains 6 full depth bins and 2 bins over working floor, hoppers; manlift and stairway. The basement is 7 ft. 6 ins. deep, the bins 60 ft. deep. The cupola is 32 ft. high, and contains the cleaner and Richardson automatic Scale of 1,200 bus. per hour capacity. The elevator legs have steel boots and steel heads, and an elevating capacity of 2,000 bus. per hour each. Beneath each of the two Constant Wagon Dumps is a receiving hopper of 350 bus. capacity. The storage capacity of the 8 bins is 30,000 bus. Cars are loaded thru a gravity spout formed of well casing.

Electric lights and electric power is used. Each leg has a separate motor connected to the head with silent chain drive.

The office, also built of concrete, presents a pleasing exterior, is 16x20 ft., containing a private room, public office, bay window for

the beam of the 10-ton Howe Auto Truck Scale, toilet and lavatory. The engravings herewith reproduce the bin plan, vertical cross section and photograph of building, driveway and office. The entire plant was designed and its construction supervised by Holbrook, Warren & Andrew.

## North Dakota's Flour Mill Manager Resigns.

The Drake Mill & Elevator Ass'n operated by the state of North Dakota, is to have a new manager, J. A. McGovern, of Fargo having handed in his resignation, saying:

"A small mill is not profitable. The Drake Mill could be operated at a profit of \$250 to \$300 per month by operating three eight-hour shifts daily if everything ran all right, but breakdowns, layoffs, and slackening demand would eliminate profits as the margin is too small.

"Buying grain directly from the farmers within the state and not from terminal markets outside the state is the best and most economical policy.

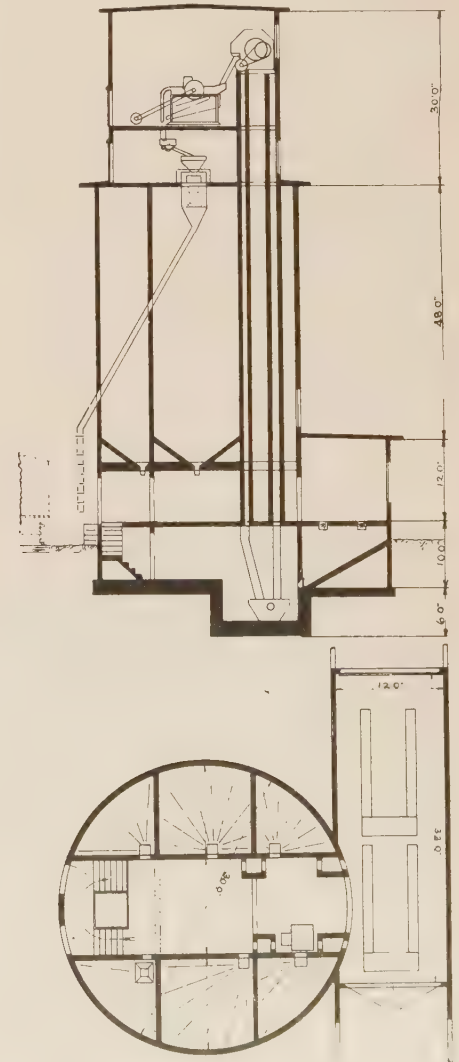
"A North Dakota terminal market should be established at Grand Forks.

"A small mill does not produce enough flour to make it profitable to have an efficient sales force, while a large mill could sell products with considerably less overhead."

The report circulated claiming the mill lost \$20,000 because its grain and flour was not hedged was not commented upon by retiring manager McGovern.



Circular Tank Elevator of Farmers Elevator Co. at Cuba, Ill.



Vertical Cross Section and Ground Plan of Elevator at Cuba, Ill.



## Filing Claims Before Mar. 1.

Mar. 1 marks the expiration of the time under Section 206 (c) of the Transportation Act, which provides that complaints praying for reparation on account of damage claimed to have been caused by reason of the collection or enforcement by or thru the President during the period of Federal control of rates, charges, etc., in violation of the Interstate Commerce Act, may be filed with the Interstate Commerce Commission within one year after the termination of federal control.

In its circular of Feb. 14 the Interstate Commerce Commission indicated that this limitation might be applied to straight overcharge claims.

Shortage claims, loss and damage claims, are not involved in this limitation, being governed as to expiration by the action of the carrier in declining the claim in writing. Under the amendment of the Act, of Mar. 1, 1920, a shipper has 4 months to file a claim and two years to start suit. On these loss and damage claims their life may be prolonged indefinitely by the failure of the carrier to decline them in writing under the following clause in the Transportation Act: "Where claims have not been definitely declined in writing by the carrier before the beginning of the last six months of the two-year-and-one-day period, then suit thereon may be filed within six months from the date the claims are definitely declined in writing by the carrier, but not after."

Overcharge claims should be filed before Mar. 1 against "John Barton Payne, Director General of Railroads, as Agent" for those that accrued during federal control. The Interstate Commerce Commission, in its circular of Feb. 14 stated that:

"No particular form of informal complaint is prescribed, but, in substance, the letter or other writing must contain the essential elements of a complaint, including name and address of the complainant, a statement that the act has been violated, indicating when, where, how, and a request for affirmative relief. In addition to the above, such data as will serve to identify with reasonable definiteness the shipment, should be furnished. This data includes date of shipment, origin, destination, consignor, consignee, date of delivery or tender of delivery, car number and initials, if in carloads, route of movement if known, commodity transported, weight, charges assessed, at what rate, when and by whom, and by whom borne. Particular care should be taken to file the complaint against John Barton Payne, Director General of Railroads, as agent."

John F. Finerty, assistant general counsel of the U. S. R. R. Administration, Washington, wired the National Industrial Traffic League Feb. 18 as follows:

Carriers Accounting Departments have been advised by wire today to refuse to accept any new claims against Director General and to advise shippers to file all new claims with Commission on or before February 28. Carriers accounting departments have also been instructed to file statements of all undisposed of claims with the Interstate Commerce Commission on or before February twenty-eighth. The Director General has agreed to treat the filing of such statements as tolling the limitation provision of the act.

Desire to add that carriers have been instructed to retain undisposed of claim papers now on hand, and to handle to conclusion merely filing statement of all claims for record with Commission. This arrangement has Commission's approval.

John S. Burchmore, of counsel for the National Industrial Traffic League, has recently given Sec'y J. H. Beek, the following interesting and comprehensive interpretation of this section of the Act:

### INTERPRETATION OF THE ACT.

First—Is it necessary to file with the Interstate Commerce Commission straight loss and damage claims?

Answer—No. But if not paid, suits must be brought on such loss and damage claims as cover shipments moving during Federal control not later than February 28, 1922, and not thereafter.

Second—Is it necessary to file with the Interstate Commerce Commission claims for over-

charges, that is, charges collected in excess of the regular published tariff rate?

Answer—No. But if such overcharges occurred on shipments during Federal control and the claims are not paid, suits will have to be brought not later than February 28, 1922, and not thereafter. (Note remarks below in connection with par. (c).)

You further request a general interpretation of Sec. 206. The several paragraphs thereof provide in substance as follows:

Paragraph (a) simply provides that actions at law, suits in equity and proceedings in admiralty of a character that could have been brought against the corporations if the railroads had not been under control, may be brought against the agent appointed by the President. They must not only be brought within the period of a limitation fixed by any State or Federal statutes, but also must be brought within two years from the date of the passage of the Transportation Act which was February 28, 1920. This paragraph relates to such matters as personal injury suits, other ordinary litigation against railroads and includes loss and damage claims and claims for refund of straight overcharges where more than the lawful tariff rate has been paid.

Paragraph (b) provides for the method of serving legal process in suits brought against the Railroad Administration and requires the President to appoint his agent who in turn must file in the Clerk's office of each United States District Court statements regarding service of process, etc.

Paragraph (c) provides that claims for reparation may be filed with the Interstate Commerce Commission within one year after the termination of Federal control. The language of this paragraph is very broad and is possibly open to two constructions. It reads:

"Complaints praying for reparation on account of damage claimed to have been caused by reason of the collection or enforcement by or through the President during the period of Federal control of rates, fares, charges, classifications, regulations, or practices (including those applicable to interstate, foreign or intrastate traffic) which were unjust, unreasonable, unjustly discriminatory, or unduly or unreasonably prejudicial, or otherwise in violation of the Interstate Commerce Act, may be filed," etc.

As worded this provision would not only cover cases involving excessive rates, discriminatory rates and matters of the kind requiring action by the Commission as a condition precedent to the collection of damages, under the Supreme Court's interpretation of the Interstate Commerce Act in numerous cases, but would also cover where more than the tariff rate had been collected. Some railroad officials may therefore contend that claims against the Railroad Administration based on overcharges above the legal tariff rate and which have not been filed with the Commission within one year are barred, but this, in my judgment, is not correct and is met by the fact that under paragraph (a) of this section, suits based on such overcharges clearly can be brought within two years after the date of the passage of the act, i. e., from February 28, 1920.

Paragraph (d) simply provides that cases pending at the end of Federal control shall not abate, but may be prosecuted to final judgment.

Paragraph (e) provides that final judgments, decrees, and awards of the character above re-

ferred to against the Director General as Agent, shall be promptly paid out of the revolving fund created by Section 210. This paragraph interpreted fairly and in sympathy with the whole language of the law, would seem to mean that when the Interstate Commerce Commission enters an order awarding reparation, the claimant may take that order to the Treasury Department and obtain his money. But the U. S. Railroad Administration takes a contrary view and insists that it is optional with the Administration whether reparation orders of the Commission shall be paid or the claimants required to go to court as in ordinary cases against railroad corporations. It is clear beyond any doubt, however, that a judgment of a court is tantamount to a voucher on the Treasury.

Paragraph (f) provides that the period when the railroads were under Federal control shall be deducted in computing the limitation in claims against carriers covering causes of action which arose prior to Federal control.

Paragraph (g) provides that no execution shall be levied upon the property of the carriers to cover judgments on actions that accrued during Federal control.

## Tile Elevators at Buffalo, Okla.

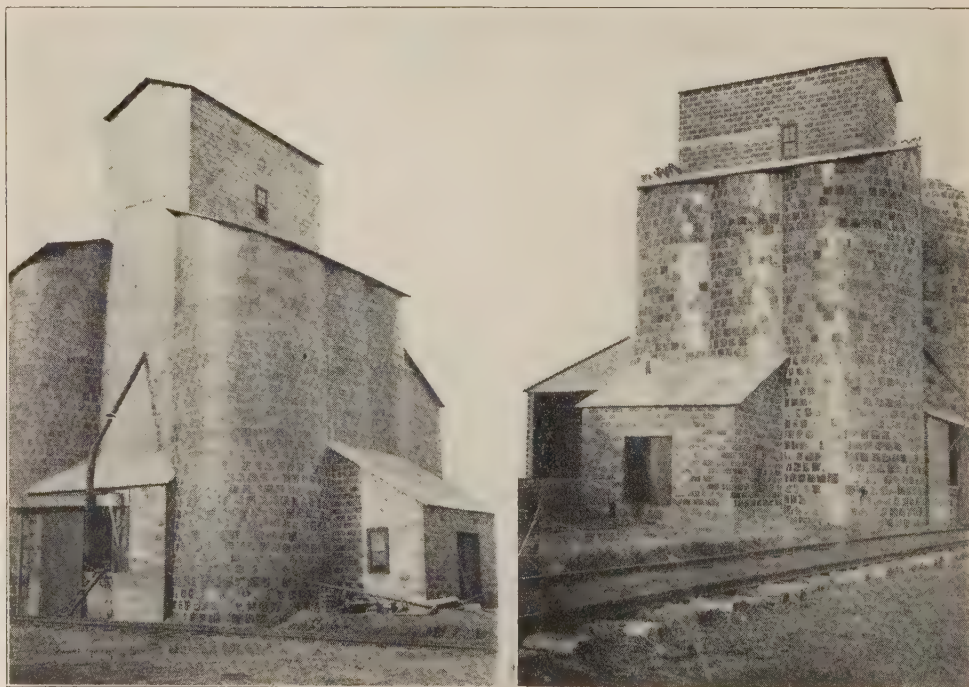
Notwithstanding some operators of tile grain elevators experience difficulty in keeping grain in their bins and water out of them some builders continue to recommend such structures and some operators are apparently satisfied with the results.

Illustrated herewith are two tile elevators erected at Buffalo, Okla., last season by W. H. Timmis. The 28,000 bu. elevator on the right was erected for the Alva Roller Mills and the 32,000 bu. elevator on the left for the Farmers Coop. Ass'n.

The Alva Roller Mill Elevator consists of four cylindrical tile bins 16 ft. in diameter and four smaller bins. Its all steel leg casing is equipped with 7x7 inch V-cups, a Globe truck and wagon dump, Weller manlift, a Richardson automatic scale, steel spouting and a 15 h.p. type Y Fairbanks Morse Oil Engine.

The Farmers Elevator consists of four cylindrical tile bins and four smaller bins of the same height. This house also has three 1000 bu. bins over the driveway, and two bins over and one bin under the cleaner. Its steel leg casing contains 7x7 inch V-buckets attached to a rubber belt. From the Richardson Automatic Scale in the cupola grain is diverted by a Hall Distributor to any bin or to car on track. This house is equipped with a Weller manlift, a 15 h.p. type of Fairbanks Morse Oil Engine, a 1500 bu. Eureka Cleaner and a combination Trapp-Gohr Truck and Wagon Dump.

All floors of each house are constructed of concrete.



Farmers Co-op. Elevator.

Alva Roller Mills Elevator.

Tile Elevators at Buffalo, Okla.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Fort Smith, Ark.—Mail addressed to the Wenderoth Commission Co. is returned marked "removed."

Hoxie, Ark.—The new Arkansas Mill & Grain Co., successors to the Hoxie Milling Co., is now operating the plant here. The new company has incorporated for \$100,000. J. W. Pace, receiver for the old company, is sec'y-treas. of the new one and has filed his final report with the Chancery Court.

## CALIFORNIA

El Toro, Cal.—Mail addressed to F. E. and J. H. Moore, reported to have bot the warehouse of Louis Moulton, has been returned "unclaimed."

Hickman, Cal.—The grain department of the Stanislaus County Farm Buro will build a bulk elvtr. in this city and another in Modesto and perhaps at Turlock.

Tracy, Cal.—This city is in line for a bulk handling grain elvtr. and as soon as the formation of the company is completed an elvtr. will be erected here.

Gustine, Cal.—R. E. Farthing, grain mgr. of the Merced County Farm Buro, announces that he has secured the required number of men to form an elvtr. company here and build a 60,000-bu. house.

Downey, Cal.—Larry Price has bot an interest in the Downey Grain Co. which has leased the grain warehouse of the Newark Grain Co. here. He was formerly with the Pacific Wood & Coal Co. of Los Angeles.

King City, Cal.—The California Farm Buro Elvtr. Co., recently organized here as a branch of the State Farm Buro Federation, will probably build an elvtr. There is some talk of putting it up at San Lucas but efforts will be made to have the house in this city.

Lincoln, Cal.—The Lincoln Unit of the Placer County Farm Buro will build a 60x75 ft. elvtr. to handle bulk grain. The house will cost about \$15,000. R. S. Seydel, G. W. Ahart, Chas. Maloney, John Livingston and Owen Corcoran compose the com'te in charge of the matter.

Patterson, Cal.—W. J. Norton, sec'y-mgr. of the Farm Buro, has announced that a 55,000-bu. elvtr. will be built here for the bulk handling of grain. The buro will also build a 74,000-bu. elvtr. at Westerly, a 50,000-bu. house at Waterford, and a 65,000-bu. house at Montpelier as soon as contracts can be let.

## LOS ANGELES LETTER.

W. B. Gordon has severed his connection with the California Grain & Milling Co. and will engage in the grain business for himself.

D. M. Thompson, of the Balfour-Guthrie Co., who has been having a serious time with his eyes, a cold having settled there, is recovering and will soon "see" his friends again.

The Lillywhite-Brown Grain Co., of which D. H. Lillywhite was formerly pres., has been reorganized. Mr. Lillywhite severed his connection with the company the first of the year, entering the grain business on his own account. J. C. Brown has formed a new company of which he is pres. with Lyman J. Gage, Jr., formerly of Chicago, and D. L. Smith, former grain mgr. for the Albers Milling Co. here, as associates. The new company will operate as the Brown-Gage Grain Co.

## SAN FRANCISCO LETTER.

A new standard for No. 1 California brown rice has been adopted by the California Rice Ass'n.

Rice men of the state were recently attendants at a banquet at the Palace Hotel, where rice was featured in all of the dishes served. Robt. Mason, sec'y of the State Rice Ass'n, presided. J. H. Stephen, pres. of the Pacific Rice Ass'n, and C. E. Grosjean also spoke to the diners.

The following grain com'te was recently appointed by the Grain Trade Ass'n of this city: R. Volmer, chairman, R. D. Joyce, T. D. Stevenson and B. Sinsheimer.

## CANADA

Winnipeg, Man.—The new annex to the Grain Exchange has been completed and grain firms fortunate enuf to have secured office room in it are moving into the new quarters.

Baldwin, Ont.—Walter Brownson, employed in the plant of the Tomlinson Mills, died recently from injuries received when his sweater caught in a moving belt and he was whirled around the shafting. He attempted to tighten the belt without shutting down the machinery.

Toronto, Ont.—The new elvtr. and buildings of the St. Mary's Milling Co. were threatened with destruction a few days ago when the mill adjacent to them was badly damaged by fire originating from defective wiring. Smoke and water did the greater part of the damage.

Keewatin, Ont.—The Lake of the Woods Milling Co. will soon dedicate a \$75,000 employee's club house, containing library, gymnasium, rest room and all other comforts of such a building, to the memory of its many employees from all departments who died in service "over there."

Montreal, Que.—At the recent annual meeting of the Corn Ass'n of the Board of Trade, Wm. McDonald was re-elected pres. and T. H. Reeves, treas. Members of the board of reviews are James Carruthers, chairman; H. D. Dwyer, H. W. Raphael, A. P. Stuart, A. G. Thompson and Norman Wight. The managers are Norman C. Stuart, N. Clare Wight, A. Geo. Burton, Howard D. Strachan, R. Neilson and W. B. Bashaw.

Calgary, Alta.—Since the last annual report of the United Grain Growers, Ltd., we have completed elvtrs. at Rowley, Innisfail, Le Duc and Millet, all in Alberta. The houses are now in operation and are of our standard 35,000-bu. type, built by the company's own construction department. We have also completed a warehouse at Morrin, Alta., which is in effect a 40,000-bu. annex to our elvtr. at that point.—E. J. Fream, sec'y, United Grain Growers, Ltd.

## COLORADO

Broomfield, Colo.—A. H. Nissen, in the grain business here, died recently.

Ovid, Colo.—Our elvtr. burned at 10 a. m., Feb. 12.—W. A. Hopper, mgr. Hopper Grain Co.

Ft. Morgan, Colo.—Donnen Bros. have succeeded the North Ft. Morgan Coal Co.—E. M. Donnen.

La Fayette, Colo.—The elvtr. of the Farmers Union Elvtr. Co. has been completed. The Birchard Constr. Co. had the contract.

Darlow (St. Vrain p. o.), Colo.—We have bot the elvtr. of the Excelsior Flour Mills here.—Fred I. Nickell, mgr. Farmers Elvtr. Co.

## DENVER LETTER.

Mail addressed to E. B. Palmer Co. has been returned marked "out of business."

It is not likely that we will open our office in this city, at least not for some time.—W. T. Whitney, Warwick Grain Co., Wichita, Kan. (The office was closed the first of the year on account of the illness of W. L. Brown, mgr. Mr. Brown died Feb. 5.)

Wm. L. Brown, who has been mgr. for the Warwick Grain Co. at this market for the last year and a half, died at his home in Wichita, Feb. 5, after a lingering illness following a severe attack of influenza. He was well known to the trade at large and will be greatly missed by the grain circles here. This office was closed temporarily Jan. 1 because Mr. Brown felt too ill to remain in Denver and went to his home in Wichita, believing he would recuperate there. But he gradually failed. He was 44 years old and is survived by his wife.

C. E. Williams was recently appointed mgr. for the Denver Elvtr.—C. L. Bloom, ass't mgr.

## IDAHO

Newdale, Ida.—Vinton I. Rhodes is now mgr. for Thomas Bros. & Jewell at this market.

Moscow, Ida.—The Mark P. Miller Milling Co. has a new concrete elvtr. addition here, consisting of 4 tanks, 20x100 ft. and 2 interstice bins. Alloway & Georg had the contract.

Deary, Ida.—John F. Waide has succeeded W. J. Davis as mgr. for the Farmers Warehouse & Elvtr. Co. Mr. Waide at one time operated the Kendrick-Rochdale Warehouse at Kendrick.

St. Anthony, Ida.—The Miller Bros. Grain Co. has succeeded Miller Bros. Co. and present officers are Woods L. Miller, pres.; C. E. Torrey, vice-pres. and myself sec'y-treas. and gen. mgr. We have incorporated for \$100,000 and own and operate elvtrs. here and at Chester, Drummond and Ashton.—J. H. Roberts.

## ILLINOIS

Decatur, Ill.—T. E. Bennett is not with us.—Thayer & Co., Chicago.

Chapin, Ill.—I am now mgr. for the Farmers' Elvtr. Co.—Fred Muntman.

Sabina, Ill.—Farmers have organized to take over one of the local elvtrs.

Stronghurst, Ill.—G. W. Howell is now mgr. for the Farmers Grain & Merc. Co.

Danvers, Ill.—Otto Fuesling has succeeded Geo. Hill with the Farmers Elvtr. Co.

Alta, Ill.—Summer Livingston will become mgr. for the Farmers Elvtr. Co. Mar. 1.

Meriden, Ill.—The Farmers' Elvtr. Co. has organized to buy one of the elvtrs. here.

Plano, Ill.—The Farmers' Elvtr. Co. has been organized with a capital stock of \$25,000.

Edinburg, Ill.—We have installed a new 10-ton Fairbanks truck scale.—Rink & Scheib.

Colfax, Ill.—E. S. Lyons has torn down the elvtr. he recently bot of the Farmers Grain Co.

The Illinois Grain Dealers' Ass'n will hold its annual meeting at Peoria, Ill., May 10 and 11.

Bellflower, Ill.—The W. T. Bradbury Co. is installing 2 Hall Signaling Distributors in its elvtrs.

Civer (Cuba p. o.), Ill.—Luke Herring is in charge of the elvtr. of the Farmers Co-op. Supply Co.

Esmond, Ill.—I have succeeded J. W. Campbell as mgr. for the Farmers' Grain Co.—I. D. Banker.

Coulterville, Ill.—Farmers' Co-op. Elvtr. & Warehouse Co. organized with a capital stock of \$10,000.

Lincoln, Ill.—Geo. F. Maurer and M. Holmes have dissolved partnership. They operated as Holmes & Maurer.

Beckemeyer, Ill.—Frank Boeving, of Bartleso, has succeeded Roy Phillips as mgr. for the Farmers' Elvtr. Co.

Humboldt, Ill.—P. W. Poorman, formerly in business here, is now operating as the P. W. Poorman Grain Co. at Cairo.

Bunker Hill, Ill.—Everett Cameron, mgr. of the Farmers Elvtr. Co., is nursing a badly smashed finger and a broken thumb.

Homer, Ill.—The office of J. N. Current & Sons was recently entered by burglars. Nothing, however, was obtained by the thieves.

Champaign, Ill.—I am now with Philip H. Schifflin & Co.—Fred F. Munson, formerly mgr. for the Farmers' Elvtr. Co. at Arcola.

Champaign, Ill.—Mrs. Strong, widow of Sam Strong, at one time sec'y of the Illinois Grain Dealers' Ass'n, died Feb. 18 and was buried at Pontiac.

Malta, Ill.—Geo. Ohlmann, who was formerly in charge of an elvtr. at Carlton, (McGirr p. o.), has bot the elvtr. of D. L. Mobery and will operate it himself.

Leonard, Ill.—This company has reorganized on the co-op. basis and has increased its capital stock from \$17,500 to \$30,000.—H. E. Crum, mgr. Leonard Elvtr. Co.

Bushnell, Ill.—The organization of the Bushnell Co-op. Co. has been completed and a site for an elvtr. will be selected at once. B. H. Alexander is sec'y-treas.

Putnam, Ill.—Our office was broken into Jan. 7 and \$67 in money was taken from the safe, also our charter, some notes, tax receipts, etc. So far we have no clew to the robbers.—Putnam Grain Co.



Metcalfe, Ill.—It is reported that the National Elvtr. Co. of Indianapolis, Ind., is securing control of the Farmers Elvtr. Co. here as farmers are selling their stock in the company.

Sciota, Ill.—The report that Geo. Shultz is now mgr. of our elvtrs. is erroneous. F. C. Williams is still mgr. and has been for the past two years. Mr. Schultz runs the machinery only.—Farmers Elvtr. Co.

Hammond, Ill.—L. P. Kizer has succeeded J. Mathias of Bethany as mgr. for the Hammond Co-op. Grain Co. Mr. Kizer formerly lived here and was associated with his father, T. J. Kizer, in the grain business.

Arcola, Ill.—Fred F. Munson has recently resigned as mgr. for the Farmers Elvtr. Co. He has moved to Champaign, where he is connected with Philip H. Schifflin & Co. P. B. Rolling has succeeded him as mgr. here.

Farmingdale, Ill.—I am now mgr. for the Farmers' Co-op. Co. here. We will install a Fairbanks Water Circulating System in our engine soon. The elvtr. is being overhauled and repaired thoroly.—Harry A. McMillan.

Jamaica, Ill.—An oyster supper was a feature of the recent annual meeting of the Farmers Elvtr. Co. A. M. Steinhart, former sec'y of the Farmers Grain Dealers Ass'n, was the speaker of the occasion, and talked on "Grain Buying and Selling."

Arenzville, Ill.—The Arenzville-Hagener Farmers Grain Co. has completed a 10,000-bu. ear corn elvtr. equipped with one leg with 15x7-in. buckets and 150-bu. Howe scale. The scale is in the cupola to weigh corn to car for shipment. Geo. A. Saathoff had the contract.

Chrisman, Ill.—A. K. Hartley, operating as the Hartley Elvtr. Co., died recently and in order to settle up the estate R. L. Waldruff, formerly mgr. of the company, will operate the elvtrs. as the R. L. Waldruff Grain Co. There are 2 houses, one here and one at Scotts Crossing.

Carbondale, Ill.—C. C. Curtis, former mgr. of the Carbondale Mill & Elvtr. Co., died at midnight, Feb. 12, at his home in Alto Pass. He had been ill for the last year. At one time he was mayor of this city and was a resident for 18 years. He is survived by his wife, one daughter and 2 sons.

Cairo, Ill.—P. W. Poorman, formerly in the grain business at Humboldt, will operate a general grain business out of Cairo. The new firm will be known as the P. W. Poorman Grain Co. The receiving and distributing of ear corn will receive special attention. We expect to start operating at once and grain will be handled temporarily thru the Halliday Elvtr.—P. W. Poorman.

Oneida, Ill.—The Farmers Elvtr. Co. held an all-day meeting Feb. 24, devoting the major part of the day to the study of the diseases of corn. About 20 members some time ago selected 10 ears of corn and sent them to the office of the Farm Bureau where it was germinated to determine whether or not disease conditions existed in the seed ear. The results were shown at the meeting and the diseases, and many ways of detecting them explained.

Momence, Ill.—We tore down our old elvtr. It was a small frame building of 6,000 bus. capacity which had served us for 23 years. We started tearing it down on Nov. 15, 1920, built the new elvtr. on the same site and had it completed on Jan. 14, 1921. The new elvtr. is 24x40 ft. on the ground and 34 ft. to the eaves with a cupola 16x24 and 16 ft. high. There are 6 bins and capacity of the house is 15,000 bus. The elvtr. is cribbed up and covered with galvanized iron. It was built by Geo. A. Saathoff.—B. L. Tabler & Son.

Newton, Ill.—Chas. P. Sutton, a member of the firm of Houser & Sutton, was shot and instantly killed by F. H. Robertson as he sat in a doctor's office waiting an audience with the physician. His assailant entered the office, fired 3 shots at Mr. Sutton, 2 of which took effect, then walked to his own office across the corridor and fired a bullet into his own head, dying about 4 hours later. The cause of the tragedy is shrouded in mystery. Both men were wealthy and prominent and so far as known had no personal quarrel. Mr. Robertson was a dealer in real estate, 57 years old, and is survived by a widow. Mr. Sutton left a wife and 3 children. The main office of Houser & Sutton was in this city but the company does business at 20 to 30 points in this state and a large number of stations in Indiana.

#### CHICAGO NOTES.

Board of Trade memberships are quoted at \$7,500 net to buyer.

J. J. Fones, who celebrates his birthday with Abraham Lincoln's, received congratulations on the 14th, the Board being closed Saturday.

New members of the Board of Trade are: Philip L. Smith, De Forrest Piazsek, William T. Frazer, Robin W. Graves, William H. Magill, and Martin L. Jenks.

Julien Devlin, son of J. H. Devlin of Albert Miller & Co., died recently from the effects of wounds received during the war. When war was declared young Devlin tried to enter the U. S. Army, and being barred on account of his health, joined the Canadian Army with which he served during the duration of the war. His health was, however, permanently broken, and his death adds another name to the gold star list.

A number of New England grain men conferred Feb. 12, in the directors' room of the Board of Trade, with Chicago, western, and downstate dealers regarding the financing of trades in cash grain made months ago at higher prices. Small eastern distributors have the grain bought from large dealers and some are endeavoring to cancel or welch on their trades. The meeting also related to a settlement of the creditors of the Rugg-Murdock Co. of Boston, which failed last month.

Some of the Illinois railroads have taken the position that the refund of the difference between the specific and the local rate to Chicago, where the latter is the higher, should be on basis of only the actual weight of grain contained in the car, instead of on the higher minimum weight. This department contends that the refund should be on basis of the minimum weight originally charged for. The question must be submitted to the Interstate Commerce Commission and the claims for cars shipped prior to March 1, 1920, must be filed against the Director General of Railroads prior to March 1, 1921. In order to place the question before the Interstate Commerce Commission properly, all disputed bills should be promptly submitted to this department, by members of the Board of Trade.—J. S. Brown, Manager Transportation Department, Board of Trade.

#### INDIANA

Shipshewana, Ind.—Wolfe & Bevington have completed a new elvtr.

Mathews, Ind.—Walter Penrod is now sec'y and mgr. for the Farmers Co-op. Co.

Garrett, Ind.—Sam'l Downend is now gen. mgr. for the Farmers' Co-op. Elvtr. Co.

Coatesville, Ind.—The Coatesville Elvtr. & Feed Co. is installing a new 35 h. p. motor.

Modoc, Ind.—Stock Bros. have succeeded Wm. F. Stock in the mill and elvtr. business here.

Macy, Ind.—Guy Kepner will take charge of the elvtr. he recently bot of John Crouder Mar. 1.

Monroeville, Ind.—I am still on the job as mgr. for the Equity Union Exchange here.—Geo. J. Knecht.

Indianapolis, Ind.—I was appointed receiver for the Merchants Hay & Grain Co., Feb. 10.—O. D. Kendrick.

New Haven, Ind.—The Equity Co. is rebuilding here.—Geo. J. Knecht, mgr. Equity Union Exchange, Monroeville.

Parker, Ind.—H. Dickey has bot the elvtr. of Thos. Condon who is now pres. of the International Milk Flour Co. at Chicago, Ill.—R. I. Condon.

Teegarden, Ind.—The Farmers Supply Co. succeeded Miller & Roelke here and at Tyner and that company is out of business. I am mgr. for the new firm.—J. M. Roelke.

Union Center, Ind.—The Union Center Co-op. Equity Union Exchange has bot the elvtr. of J. L. Johanni. Thomas Thompson, formerly mgr. for the Walkerton Shippers' Ass'n is mgr.

Cloverdale, Ind.—The Cloverdale Mill & Elvtr. is now operated under the name of E. N. Larkin & Co. Mr. Larkin bot a half interest in the business last fall from J. W. Croxton, who was prop.

Lagrange, Ind.—B. F. Greenawalt has succeeded Wm. E. Fanning as mgr. for the Home Grain Co. He was formerly ass't mgr. under Andrew Decker and is a stockholder in the company.—C.

Windfall, Ind.—We began actual business in our new elvtr. Jan. 13.—J. H. Trimble, mgr. Farmers Grain & Supply Co.

Cumberland, Ind.—The Farmers' Terminal Grain & Feed Co. of Indianapolis, has bot the Cumberland Mill & Elvtr., owned by Wm. Gale.

Knightstown, Ind.—The new mill and elvtr. of the Hungate Co. will cost \$35,000 and will be operated by electricity. The Boyer Co. has the contract.

Mexico, Ind.—The Mexico Elvtr. & L. S. Co. will repair its old elvtr. which burned Jan. 15 and will use it temporarily, continuing the business there until a new elvtr. can be built. A spark from a Vandalia switch engine caused the blaze.

Wheatfield, Ind.—Grover Stembel, mgr. for the Geo. O. Stembel Estate, died recently a victim of what is known as "sleeping sickness." He was ill for 2 weeks and for 10 days preceding his death was unconscious. He was 28 years old and is survived by his wife and 2 children.

New Lebanon, Ind.—The recently incorporated Sullivan Mill & Elvtr. Co. will take over the elvtr. of L. Brooks & Son at this station about May 1. We have incorporated for \$100,000.—Lewis Brooks, Jr., sec'y of the new company. (The company will also operate at Sullivan and at Fairbanks.)

Columbus, Ind.—Hezekiah Griffith, the oldest active grain dealer in the state, is dead at the age of 88 years. He started in the grain business in 1855 and for 66 years has been a dealer. He was operating a 25,000-bu. house under the name of the Griffith Grain Co. at the time of his death. He is survived by 2 children.—C.

Indianapolis, Ind.—On account of illness. Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, and E. K. Shepperd, mgr. of the Indianapolis branch of the Cleveland Grain & Milling Co., are on their way to Miami, Fla., for a month's vacation. Frank C. Williams and Mrs. Williams are accompanying them. Mr. Williams was formerly connected with the grain business at Dayton, Ind., and is now sec'y-treas. of the Washington Bank & Trust Co.

#### IOWA

Leland, Ia.—The Farmers' Elvtr. Co. has been re-incorporated.

Algona, Ia.—Seiler & McDonald are not in partnership now.

Bedford, Ia.—Bruce Moneyhan is now mgr. for the Farmers' Elvtr. Co.

Lincoln, Ia.—Alfred Gloe is now mgr. for the Farmers' Co-op. Elvtr. Co.

Sully, Ia.—The Farmers Ass'n has bot the elvtr. and warehouses of Macy, Awtry & Co.

Farnhamville, Ia.—W. L. Kilmer has succeeded D. W. Ault as mgr. for the Farmers Elvtr. Co.

Langdon, Ia.—The Farmers' Elvtr. & Supply Co. is reported to have re-organized on the co-op. basis.

Hamburg, Ia.—We intend to enlarge our elvtr. capacity, probably building an annex.—Farmers Elvtr. Co.

Ames, Ia.—P. Munsinger, mgr. for the Ames Grain & Coal Co., is celebrating the recent arrival of little Miss Munsinger.

Des Moines, Ia.—E. G. Cool of the E. G. Cool Grain Co. is handling the account of the Taylor & Bournique Co. at this market.

Winterset, Ia.—The new elvtr. of the Farmers Co-op. Ass'n is now in operation with F. C. Moreland, of Earlham, as mgr.

Vining, Ia.—I sold my elvtr. at this station to the Home Lumber Co. of North English, and the new company is in possession.—M. C. Rucker, Gladstone.

Lavinia, Ia.—Henry Werder, formerly ass't mgr. for the Farmers Elvtr. Co. at Rands, will succeed A. P. Butts as mgr. for the Farmers Elvtr. Co. here.

Knierim, Ia.—The Knierim Farmers Grain & Coal Co. has incorporated for \$100,000. G. Doster, H. W. Busse and F. W. Quade are among the directors.

Corwith, Ia.—I will leave here Mar. 1 and return to my home in West Bend. Do not know who will succeed me.—Carl Krueger, mgr. Corwith Co-op. Grain Co.

Pierson, Ia.—In court at Sioux City, Feb. 8, H. B. McGuire was given judgment for \$249 against the Wm. Grettenberg Grain Co. for failure to accept oats tendered on contract.



Badger, Ia.—We have installed a new motor. J. H. Cowan is our mgr. and is also mgr. of the Badger Live Stock Shipping Ass'n.—Farmers Elevtr. Co.

Guthrie Center, Ia.—The Farmers' Elevtr. Co. has repaired and overhauled the elevtr. it recently bot and is now operating it. The office has also been remodeled. W. M. Browning is now mgr.

Castana, Ia.—The Co-op. Shipping Ass'n has organized a grain dept. with Chas. Roe as mgr. The company has no elevtr. but will make plans later in reference to its method of handling grain.

Griswold, Ia.—The elevtrs. of the Farmers Elevtr. Co. and Turner Bros. were seriously threatened by fire when a cement block plant adjacent to them burned recently. However, quick and efficient work saved both houses.

Modale, Ia.—We are putting in a 10-ton type registering scale and combination wagon and truck dump. We have lowered the driveway 2 ft. and have flour, feed and salt as side lines. R. C. Hartsook, mgr. Farmers' Elevtr. Co. Co.

Coon Rapids, Ia.—The Farmers' Elevtr. Co. has about finished up its business and retired. The bills are settled and nothing is left to do but divide what is left. This will be somewhere around 20 to 25% of the stock held.—Enterprise.

The board of directors of this ass'n have decided to hold the next annual convention of the Western Grain Dealers Ass'n at Cedar Rapids, Ia., during the month of April. The definite date will be fixed later.—Geo. A. Wells, sec'y, Des Moines.

Des Moines, Ia.—J. D. Yearous, formerly mgr. for the Taylor & Bournique Co., of Milwaukee, at this office, has succeeded H. O'Connell as mgr. for the Armour Grain Co. here. The company will occupy the offices of the former company in the Hubbell Building.

New Sharon, Ia.—Guy C. Logan, formerly mgr. for the Farmers' Elevtr. Co., died in Sioux City, Jan. 24. He had been in the grain business since 1908, except for the last few months, when his health failed. He was 43 years old and is survived by his wife and mother.

Davenport, Ia.—Joseph Mueller, of Milwaukee, Wis., bot the property known for many years as the Stuhr Elevtr. at sheriff's sale, Feb. 11, for \$1,000. The sale was to satisfy a \$5,000 judgment obtained by the Buerger Commission Co. of Milwaukee. The old house was built 40 years ago and was once the warehouse and elevtr. of the Dow, Gilman & Hancock Co. Later it was occupied by the Rothschild Grain Co. and E. H. Ryan and H. J. Parker of Davenport were officials of the company who directed the business at the elevtr. The property was recently purchased by the Equitable Grain Co., after it had been rented to various firms for storage purposes.

Spencer, Ia.—The plant of the Spencer Milling Co., consisting of a combination mill and elevtr., warehouse and office, burned at 12:30 a. m., Feb. 10, with an estimated loss of \$85,000, with small insurance. There was a good stock of wheat, seed, feed, etc., on hand but the loss on this is covered fully. There was no elevtr. in connection with the building. The cribbed bins for the storage of grain were built into the end of the mill building. When discovered the flames had eaten their way thru the roof of the engine house and the building was doomed before the firemen arrived. W. H. Long was prop. and Paul Brown, mgr. The office building adjoining the mill and elevtr. building burned and the warehouses some distance away were badly damaged. The plant was built 30 years ago in 1891 by the Spencer Grain Co. and has been owned by Mr. Long since November, 1917. It is that that the fire started from an overheated bearing on the main shaft which ran from the engine room to the house. The shaft was boxed on both sides of the wooden partition between the two buildings and it is believed that the fire smoldered there for some time before the blaze started. altho there was no warning when the mill closed down at 6 p. m.

## SIoux CITY LETTER.

Geo. O. Strom, for 20 years in the milling and grain business at this market, is now mgr. of our grain department. Mr. Strom was formerly with the Akron Milling Co. here and later mgr. of the local office of the Taylor & Bournique Co., of Milwaukee, Wis. We expect to have our 1,000,000-bu. terminal elevtr. in operation by July 1.—Farmers Terminal Elevtr. Co.

The Western Terminal Grain Corporation, the Flanley Grain Co. and the Western Terminal Elevtr. Co. have been licensed under the U. S. Warehouse Act as amended July 24, 1919.

J. S. Eales and E. C. Prescott, who have been in the grain business here 6 and 9 years, respectively, have organized the Eales-Prescott Co. and will engage in the grain merchandising and general grain commission business with offices in the Grain Exchange Building.

## KANSAS

Gilbert, (Scottsville, p. o.), Kan.—The elevtr. of R. W. Dockstader is closed.

Ingalls, Kan.—A. Hewes has bot the elevtr. of the Ingalls Co-op. Exchange.

Severance, Kan.—C. M. Morehead is mgr. of the new elevtr. of the Farmers' Elevtr. Co.

Wakefield, Kan.—The Farmers' Co-op. Ass'n has succeeded the Wakefield Grain & L. S. Co.

Kirwin, Kan.—The C. M. Alspach Grain Co. has sold its implement business to T. V. Love of Goodland.

Dillon, Kan.—The Farmers' Co-op. Business Ass'n has succeeded Wm. Sandow. John W. Denny is agt.

Silver Lake, Kan.—The Farmers' Union Co-op. Co. has bot the elevtr. of Geo. E. Harper. T. Abel is mgr.

Rexford, Kan.—Eubank & Osborne bot the elevtr. of the Farmers Elevtr. Co., known as the North Elevtr.—Fred Mosher.

Oberlin, Kan.—The elevtr. of the Oberlin Equity Exchange has been equipped with a Hall Signaling Distributor.

Harper, Kan.—M. Pratt of Enid, Okla., has bot the elevtr. of the W. L. Williams Grain Co. Possession will be given Mar. 1.

Mitchell, Kan.—Chas. O'Neill has bot the entire interest of the Mitchell Grain & Supply Co. and will operate it himself.

Wakarusa, Kan.—Firestone & Robinson have sold their elevtr. to the Farmers' Union Co-op. Business Ass'n. W. Harris is mgr.

Little River, Kan.—The Burke Grain Co. has completed a 35,000-bu. concrete tank and now has a total capacity of 100,000 bus.

Scranton, Kan.—F. E. Michaels, who sold his elevtr. to the Farmers' Co-op. Elevtr. Co., 2 years ago, has completed a new elevtr.

Melvorn, Kan.—The Associated Mill & Elevtr. Co., of Kansas City, Mo., has succeeded the Melvorn Grain Co. S. W. Bennett is mgr.

McPherson, Kan.—The Goerz Flour Mills Co., of Newton, have discontinued work on the mill here. Only the excavation has been completed.

Arlington, Kan.—The Farmers' Co-op. Exchange has been organized with a capital stock of \$20,000 to buy or build an elevtr.—E. C. Beauchamps.

Satanta, Kan.—Young & Collingwood, of Pretty Prairie, have bot the elevtr. of M. Shute but will not take possession until some time in the summer.

Hutchinson, Kan.—The T. H. Graves Grain Co. is not a member of the Board of Trade at this time. Mr. Graves is out of business on his own account.

Belle Plaine, Kan.—John Siceloff, a dealer in grain and stock, was found dead, Feb. 9, in a warehouse back of his office. It is thot he had accidentally shot himself.

Hilton (McPherson p. o.), Kan.—The McPherson Farmers Grain Co., which recently bot a site here and made plans to build a mill and elevtr., has given up the plan.

Chapman, Kan.—I have bot the Chapman Mill & Elevtr. Co. and am operating as the Chapman Mills, running both mill and elevtr.—C. G. Albert, prop., Chapman Mills.

Anthony, Kan.—H. L. Williams, sales mgr., has succeeded Chas. L. McGinness as mgr. for the Anthony Mills. Mr. McGinness is now mgr. for the Alva Roller Mills, Alva, Okla.

Turon, Kan.—The Artesian Valley Milling Co., of Mead, Kan., has bot the mill and elevtr. here and will operate as the Turon Mill & Elevtr. Co., with E. V. Plush, formerly mgr. at Mead, as mgr. Motors are being installed and electricity will dispose the steam power formerly used.

Ford, Kan.—Chas. E. Stuart, of Dodge City, has bot the elevtr. of Jay Pinney & Son and will take possession Mar. 1. Mr. Stuart was formerly in business here but for the last few years has been engaged in the grain brokerage business at Dodge City. The elevtr. originally belonged to John Emrie & Sons.

Pretty Prairie, Kan.—M. Young of Collingwood & Young has sold his interest to Geo. Gano and will leave the business Mar. 15.—G.

Scott City, Kan.—We have bot one of the elevtrs. of M. Quimby. He owned 2 here. We have installed a new dump. Robt. Ruth has not been agt. here for the last 3 years.—Otho Ellison, agt. Kirk Grain Co.

Campus, Kan.—We have installed a new track dump and a 10-ton scale. A new elevtr. will be built here if the person interested doesn't buy one of the old ones which isn't probable.—Forrest J. Eaton, mgr. Kansas Flour Mills Co.

Kelley, Kan.—There are two elevtrs. here but neither is in operation, as service on the C. & N. W. R. R. was discontinued Nov. 1, 1919, and we have no way of getting the grain out.—L. P. Huerter, Huerter & Voedemkampe.

Geneseo, Kan.—The Geneseo Grain Co. recently completed a new concrete office and raised the cupola 12 ft. Two bins have been built which increases the capacity to 25,000 bus. A cleaner has been installed and electric power is now used.

Pomona, Kan.—The Pomona Live Stock & Grain Co. has bot the elevtr. of the Farmers Union Co-op. Ass'n and is now in possession. The new company is composed of E. King, E. E. Vickers, Benj. Heidner and Chas. Eichenberger and they will all be active in the management of it.

Great Bend, Kan.—Jack Carrigan, local mgr. for the Board of Trade, entertained 60 grain men at a banquet recently, in a "get-together" meeting. Among the speakers were Chas. Brinkman, pres. of the Board of Trade; W. M. Sloan, Fred Wolf, E. L. Gabel, L. M. French and Albert Martin.

## SALINA LETTER.

Salina, Kans.—The Hutchings Grain Co. is now in the hands of a receiver.

Salina, Kan.—The Freeman Grain Co. has been expelled from membership in the Board of Trade.

The Rickel Grain Co. has moved its offices to those in the Board of Trade Building, occupied by the defunct Hutchings Grain Co.

J. T. Hutchings and Henry Fose have formed a new firm to be operated as "Hutchings-Fose Grain" and will open an office in the Holtmeister Building. Mr. Fose has been in the grain business for the last 15 years at Russell and Mr. Hutchings is well known at this market.

## TOPEKA LETTER.

F. W. Comfort, formerly of the McClure Grain Co., is now connected with the state weighing department and expects to be located in Topeka.

The W. H. Bartz Grain Co., of Des Moines, Ia., recently closed the branch office here and the local representatives immediately organized the Topeka Grain Co.

Fred Hanson is now ass't mgr. for the Golden Belt Grain & Elevtr. Co. He was formerly with the W. H. Bartz Grain Co., of Des Moines, which recently closed its office here.

It is believed that the bill providing for state inspection and weighing of grain at country points in Kansas will become a law this week. The bill passed the senate Feb. 19 and will be taken up in the house this week.

The industries in Topeka which are interested in the matter of official weights met with Chief Grain Inspector Hart this week and it was practically agreed that the industries of Topeka would use state official weights rather than Board of Trade official weights providing the State Weighing Department would furnish enough weighmasters to guarantee prompt service.

Since the anti-board of trade bill of Senator Capper's in the Congress at Washington has been put off until the regular session of Congress, the two bills introduced into the Kansas Senate by Senators Green and Frizell are being given considerable attention. The authors of these bills claim they have a good chance of getting them thru the present session. These bills are even more drastic than the one introduced by Senator Capper in Washington.

## "EXCEPTIONAL SERVICE"

**Jones-Hettelsater Const. Co.**  
Designers and Builders of  
**GRAIN ELEVATORS and FLOUR MILLS**  
706 Mutual Bldg., Kansas City, Mo.



The following com'ites for 1921 have been appointed by the Board of Trade: Arbitration, S. A. Grub, S. P. Kramer and J. F. Baldwin; appeals, A. Fassler, F. A. Derby and J. B. Nicholson; complaints, J. C. Fulton, J. M. Blair and David Page; transportation, E. H. Sewell, A. H. Dillon and E. J. Smiley.

Several dealers from this market went to Marysville, Kan., to attend a meeting last Thursday evening called by E. J. Smiley of the Kansas Grain Dealers' Ass'n to discuss with dealers in that territory the merits of the bills which are now pending in the Kansas Legislature regarding public warehouses and anti-future trading bills.

#### WICHITA LETTER.

The Red Star Milling Co. is installing 2 Hall Signaling Distributors in its elvtr.

The first car of wheat sold on the new trading floor of the Board of Trade was bot by Wallingford Bros. from the Clark-Burdg Grain Co.

Wm. L. Brown, who has been mgr. for the Warwick Grain Co. at its Denver, Colo., office for a number of years, died Feb. 5 at his home in this city from the after effect of influenza. Mr. Brown had been ill for the last year and a half but did not give up his work until Jan. 1, when the office in Denver was closed and he came home for a rest. He had lived here for the last 20 years and was well known to the grain men at this market. He was 44 years old and is survived by his wife.

#### KENTUCKY

Paducah, Ky.—The Court of Appeals of Kentucky has decided in favor of the Paducah Grain & Elevator Co. in the suit by the administratrix of J. H. Cummings for his death in a freight lift. Cummings had walked under the car as it was descending and an employee called on to stop the car pulled the control rope in the wrong direction. Cummings was in the building for his own business as insurance agent to visit an employee and the court held the company owed him no duty, as he was a trespasser, or at best a licensee.

#### LOUISIANA

Crowley, La.—The warehouse of the Planters Warehouse Co., containing 25,000 sacks of rice, burned recently with a loss of \$250,000. The blaze was discovered at midnight but no clue as to the cause of the fire has been found.

#### NEW ORLEANS LETTER.

Jefferson D. Hardin, Jr., has opened an office in the Cotton Exchange Building at Galveston, Tex., with J. M. Allen as mgr.

The Benedict Commission Co. has been practically out of the grain business for some time. The firm now specializes in rice, bran, meal and polish.

C. S. Leach, for many years mgr. of the office of the Langenberg Bros. Grain Co. at Kansas City, Mo., is now representing the Barnes-Piazek Co., of Kansas City, at this market.

Extending its valuable inspection service the Board of Trade has established a flour inspection department, with the hope and expectation that the certificates of this department will be recognized the world over, as are the certificates of its grain and rice inspection bureaus. A man long experienced in flour, J. D. Journee, has been employed as chief flour inspector, effective Mar. 1.

#### MARYLAND

Spielman, (Fairplay p. o.), Md.—Wm. Gower expects to build an elvtr. here.

Rockland (Brooklandville p. o.), Md.—The mill and warehouse of L. P. Garrett will be sold at public auction Mar. 16.

Hamburg, Md.—J. W. Woodruff, whose elvtr. and feed mill have been idle since the war, is planning to reopen them at once.

#### BALTIMORE LETTER.

Wm. Stude, of Otto Stude & Co., is reported seriously ill at his home.

J. A. Manger & Co. will move into more commodious offices in the Marine Bank Building, on Mar. 1.

All of the employees of the grain inspection and weighing departments of the Chamber of Commerce were reappointed February 14 at the regular directors' meeting of the exchange.

It is rumored that the capacity of the Port Covington Elvtr. may be doubled or even trebled by the Western Maryland Ry. Co.

J. A. Manger has been elected a member of the corn com'ite of the Chamber of Commerce to succeed J. C. Fahey, who was elected to the Board of Directors at the last annual meeting.

Daniel Eidman, a member of H. D. Eidman & Bro., died Feb. 7 at the age of 31. He was stricken with a heart attack on Sunday and died at 3 p. m. the following Tuesday. He is survived by his wife and one son, 6 years old.

The standing com'ites of the Chamber of Commerce for 1921 are practically the same as for 1920, only a few changes being made. Wm. H. Hayward succeeds John J. Gildea on the arbitration com'ite and Edward Netre will serve on the wheat com'ite in the place of Jos. G. Reynolds, who is now a director. Egil Steen is a new member of the weighing com'ite.

Wm. H. Hayward, retiring pres. of the Chamber of Commerce, was host at a dinner given to his predecessors in office and the men who worked on the directorate with him during his 3 years of service, Feb. 12. The diners presented Mr. Hayward with a large silver salver, 20 ins. in diameter, engraved on the bottom with the names of the 14 directors. Eugene H. Beer made the presentation speech.

Geo. S. Jackson, elected pres. of the Chamber of Commerce for the 2d time, was 2d vice-pres. of the Food Administration Grain Corporation, and in charge of zone No. 1 during the entire operation of government control of wheat prices. In the summer and fall of 1918, he served, with Herbert Hoover, on the International Food Com'n in London. Mr. Jackson is a former pres. of the North American Export Grain Ass'n and was vice-pres. of the Chamber of Commerce in 1909, and pres. in 1910. He is now head of the Barnes-Jackson Co., Inc., at Baltimore, grain exporters, being vice-pres. of this firm.

#### MICHIGAN

Fowler, Mich.—D. G. Dakin is now mgr. for the Farmers Co-op. Elvtr. Co.

Lansing, Mich.—C. L. Seeley has bot the grain and bean elvtr. of R. W. Langenbacher.

Byron Center, Mich.—The Farm Buro has bot the property of the Byron Center Grain & Fuel Co.

Kinde, Mich.—The Farmers Co-op. Grain Co. has been reincorporated. The elvtr. will be reopened and operated.

Rochester, Mich.—The Avon Farm Bure Ass'n is negotiating for the purchase of the elvtr. of Frank C. Shupe here.

Bradleyville (Pt. Huron p. o.), Mich.—The Farmers Co-op. Elvtr. Co. has installed 2 Hall Signaling Distributors in the new elvtr.

Grand Rapids, Mich.—The Watson Higgins Milling Co. is making plans to enlarge and expand its grain department. Lee E. Higgins is sec'y.

Bronson, Mich.—The recently organized Bronson Co-op. Ass'n has bot the grain, produce and fuel business of W. M. Monroe & Son and is now in possession.

Rodney, Mich.—We still own and operate our elvtr. here. The Farmers Co-op. Ass'n built a potato warehouse but did not buy or build an elvtr.—I. W. Godbold, D. Mansfield & Co.

St. Clair, Mich.—E. E. Ramkin has succeeded Carl Eisen as sec'y of the St. Clair Farm Buro. The organization is still considering the building of an elvtr. but no positive action has yet been taken.

#### MINNESOTA

Belleplaine, Minn.—Martin Hagen is now mgr. for the Farmers Elvtr. Co.

Richdale (New York Mills p. o.), Minn.—The elvtr. of Wm. Jezewski burned recently.

Kenyon, Minn.—The Farmers Merc. & Elvtr. Co. has increased its capital stock to \$150,000.

Lamberton, Minn.—The mill and elvtr. of James Duncan burned Feb. 12 with a loss of \$25,000.

Dalton, Minn.—The elvtr. of the Monarch Elvtr. Co. was closed Feb. 1 until business conditions improve.

Bethany, Minn.—The Western Motor Sales Co. has bot the elvtrs. of Nicholas Kimmell here and at Rollingstone and Altura.

Lake Crystal, Minn.—The Farmers' Co-op. Elvtr. Co. has been organized with a capital stock of \$100,000. A. F. Fitch is pres.

Fairmont, Minn.—The Bartlett Frazier Co. has opened an office here with W. S. Treadway, formerly at Minneapolis, as mgr.

Mahnomen, Minn.—O. P. Bjorklund is mgr. for the Kellogg Commission Co. which now owns and operates the elvtr. of Thompson & Qually.

Northfield, Minn.—The Theobald Flour Mills Co. is now a bankrupt and creditors will receive only 25c on the dollar, according to present indications. The liabilities exceed \$150,000.

Pettis (St. Peter p. o.), Minn.—H. B. Bornemann has let contract to the T. E. Ibberson Co. for the installation of cleaners and extensive repairs and improvements in the elvtr. Work is now under way.

Lewisville, Minn.—The Hubbard & Palmer Co. has leased the elvtr. of the C. S. Christensen Co. until Aug. 1st, and I will remain as mgr. Have been mgr. of this same elvtr. for the last 12 years.—Frank Chard.

Waseca, Minn.—W. L. McPeck, supt. of the Waseca Milling Co., has leased the plant and will operate it for the benefit of the creditors of the company. The Cargill Elvtr. Co. is backing him in his grain purchases.

Plato, Minn.—The Plato Farmers' Elvtr. Co. has been organized and has bot the elvtr. of Geo. Hoeltz, who recently bot it of the Miller Elvtr. Co. Possession will be given Mar. 1. Wm. Martin is sec'y-treas. and G. Bergman is mgr.

#### DULUTH LETTER.

Elvtr. "H" and annex "I" have been declared regular by the Board of Trade. Elvtrs. "M" and "N," operated by the Cargill Elvtr. Co., have been withdrawn.

Nelson Hoople, in the grain business at this market for the last 35 years, died Feb. 12. In 1886 he operated an elvtr. and mill near Minneapolis. His son, Roy N. Hoople, is now with the Cargill Grain Co. of Minneapolis.

A. D. Thomson, one of the earliest grain dealers at this market, pres. of A. D. Thomson & Co., died Feb. 7 at Palm Beach, Fla., where he was spending the winter. He was a well known figure in grain circles here, having become a member of the Board of Trade when he came from Montreal in 1883. At that time the firm name was Dunn, Thomson & Co., which was succeeded 2 years later by Barnes & Thomson and this in turn was succeeded by A. D. Thomson & Co. in 1888. C. A. Pillsbury of Minneapolis was at that time interested in the company, being a special partner, but after his death the name of the firm was not changed. Mr. Thomson had been active in the business until late last fall when he retired and his son, Adam G. Thomson, became pres. of the company with J. W. Galvin, sec'y-treas. Mr. Thomson had been suffering for some time with heart trouble and that was given as the cause of death. He was 66 years old and is survived by his wife and one son. Mr. Thomson had many personal friendships with well known men and will be greatly missed by his associates. His charities have been many but were always unostentatious. Burial was at Petersboro, Ont.

#### MINNEAPOLIS LETTER.

Memberships in the Chamber of Commerce are now being quoted at \$4,500.

Otto Mortensen of the Cargill Elvtr. Co. was elected 2d vice-pres. of the Minneapolis Traffic Club at the recent annual meeting.

W. H. Bovey, director and gen. supt. for the Washburne-Crosby Co. is receiving congratulations today on the 50th milestone in his life journey. He is a Minneapolis product and has been with the present company since the summer of 1894.

#### ST. PAUL LETTER.

A bill fixing the rate for grain storage at 1/4c per bu. for 15 days has been introduced in the senate.

Registration of mortgage or liens on grain to gain prior rights on same, is the substance of a bill now under house consideration.

When the legislature adjourned for a prolonged recess, Feb. 19, the situation of the "farmers bills" as they are called was as follows: Bill declaring grain exchanges open markets passed by the house and in senate com'ite. Bill to bar future trading in grain up for final action in house com'ite. Co-operative association bill passed in both houses, also bill for auditing of co-operative ass'n accounts, and bill extending powers of department of agriculture. Anti-profiteering bill still in com'ite.



The final com'te action on the bill prohibiting trading in grain futures was taken Feb. 24. The bill permits hedging.

Julius Barnes, who went to Minneapolis to address the Farmers Grain Dealers' Ass'n in convention there, was called before the legislative com'te Feb. 15, to talk on the Anti-Futures Bill.

At present a compromise has been reached in the house on the workmen's compensation act, which insures passage of the entire interim com'te program as a special order. The bills have also been approved by the senate com'te.

## MISSOURI

Claremont, Mo.—Henry Weber, formerly in the grain business here, is dead.

Cole Camp, Mo.—I have sold out to the Cole Camp Producers' Exchange.—E. Schwald.

La Belle, Mo.—Ed. Horn and Geo. Stowe are contemplating the erection of an elvtr. here.

Raymore, Mo.—I hope to build an elvtr. next year but am not sure now.—J. W. Kennemer.

Orrick, Mo.—Geo. Herman, of Chillicothe, is now mgr. for the Farmers' Merc. & Elvtr. Co.

Buckner, Mo.—We may replace our steam plant with a gas or oil engine.—T. J. Hedrick.

Anabel, Mo.—The Clarence Grain Co. has installed 2 Hall Signaling Distributors in its elvtr.

Marshall, Mo.—The Farmers' Elvtr. Co. is being organized to buy the elvtr. of W. A. Guether.

Lathrop, Mo.—The Sellers Grain Co. will close out its business and give possession of its building Mar. 1.

Wilcox, Mo.—The Great Western Elvtr. Co., of Omaha, Neb., has an elvtr. under construction at this point.

Green Ridge, Mo.—Fred E. Ream has succeeded Geo. Bente as mgr. for the Farmers Elvtr. & Trading Co.

Laredo, Mo.—The Farmers' Co-op. Society has been organized with a capital stock of \$10,000, to handle grain, feed, etc.

Diggins, Mo.—The Diggins Co-op. Supply Co. is entirely out of business. I have enlarged my warehouse.—W. P. Jacobsen.

Bland, Mo.—The Farmers' Co-op. Union has succeeded Louis Luchinger and I operate the other elvtr. here.—Louis Ritterbusch.

Green Ridge, Mo.—I am now at Clinton, Mo. Have not been in grain business since I sold my elvtr. here last fall.—Jas. F. Hurley.

Mayview, Mo.—I am now mgr. for the Farmers Elvtr. Co. at Alma.—W. D. Bastian, formerly bookkeeper for Farmers Ass'n here.

Hamilton, Mo.—The Farmers' Produce & Grain Co. has been organized with Grant McCary sec'y-treas. and H. E. Murphy, mgr.

Hume, Mo.—The new elvtr. and warehouse of the Farmers' Elvtr. Co. has been completed and the machinery will be installed in a few days.

Alma, Mo.—I am now mgr. for the Farmers Elvtr. Co. at this station.—W. D. Bastian, formerly bookkeeper for Farmers Ass'n at Mayview.

Gilliam, Mo.—H. C. Crosby has succeeded R. V. Kirk as mgr. for the Farmers Elvtr. Co. Mr. Kirk will travel for the Ralston Purino Co., of St. Louis.

Cape Girardeau, Mo.—Thos. S. Lilly has formed a partnership with H. D. Mabrey and will operate as the Lilly & Mabrey Flour, Feed & Grain Co.

St. Joseph, Mo.—E. A. Gumbert is now a solicitor for the Herries Grain Co. He was formerly connected with the St. Joseph Hay & Grain Co.

Slater, Mo.—The Farmers' Elvtr. Co. has completed a new office and warehouse and has installed a new scale and dump. The driveway also has been repaired.

Chloe, Mo.—I operate the only elvtr. here.—U. V. Phillips. (Is reported as W. V. Phillips in Missouri list of 1921. Elder & Duvall are also reported operating here.)

Valley Park, Mo.—The Valley Park Co-op. Elvtr. Co. has bot our elvtr.—Eggers Milling Co. (The company which was recently incorporated intended to build but bot instead.)

Centertown, Mo.—Centertown Farmers Elvtr. Co., incorporated for \$8,000 by J. M. Swearingen, J. J. Welch and others. The company recently bot an elvtr. and is operating it.

Andover, Mo.—We have put cement foundations under our building and are installing a feed grinder.—J. W. C., Farmers' Elvtr. Co.

Kingsbury, Mo.—The elvtr. of Holman Lee, containing about 5,000 bus. of wheat, burned recently. The grain was covered by insurance but the building is practically a total loss with very little insurance if any.

Pierce City, Mo.—Farmers will buy one of the 3 plants here before another harvest, I think, but no one knows which one. They seem to be dissatisfied with the way things are going now.—Pierce Grain & Elvtr. Co.

Jefferson City, Mo.—The legislative com'te of commerce has reported unfavorably on the bill eliminating future trading at St. Louis, Kansas City and St. Joseph. The com'te held that inasmuch as they were offered no workable plan in lieu of the present marketing scheme, further consideration could avail nothing.

Sedalia, Mo.—Our state meeting of the Missouri Farmers Grain Dealers Ass'n will be held at Sedalia Mar. 16 and 17. Subjects to be discussed will be "Elevator Bookkeeping and Records," "Collecting Grain Claims," "A Report of the Grain Marketing Committee of 17," "How to Make the Moisture Test," "Grain Grading Demonstration," "Co-operative Purchasing of Farm Supplies," "A State Farmers' Elevator Co-operative Buying Agency," "Missouri Co-operative Law." An invitation is extended to all members of boards of directors, elevator managers and others interested in grain marketing to attend the state meeting at Sedalia.—John Sheay, sec'y, Columbia, Mo.

Springfield, Mo.—The Springfield Hay Dealers' Exchange has been organized at this point and has affiliated with the National Hay Dealers' Ass'n. The rules and regulations of the National ass'n will govern the new exchange. Charter members are: Abbott Feed Co., Interstate Milling Co., Miller Feed & Produce Co., North Side Material Co., Springfield Flour & Feed Co., Wagner Feed Co., E. T. Williams, Greene County Farmers' Sales Ass'n, Hayward Commission Co., Newton Grain Co., Patterson Grain Co., George E. Turner Commission Co., Bob Bedwell, Jack Gallagher and Norman Smith. The honor of being first officers of the new exchange has been bestowed on: Paul Wagner, pres.; vice-pres., E. T. Williams; Sec'y-treas., Warren Turner. Andrew Duddey, who came to Springfield a year ago, to accept the office of inspector with the Board of Trade, has been appointed official inspector for the exchange. For nearly 25 years Duddey was connected with the Chamber of Commerce at Cincinnati. He is licensed by the United States department of agriculture and he has the required approval of the National Hay Ass'n.

## KANSAS CITY LETTER.

The Croysdale Grain Co. has exchanged offices with the Root Grain Co.

The membership of H. J. Kaull has been posted for transfer to W. C. Kreger, who is now mgr. for the Kaull Milling Co. here.

Wm. G. Dilts, of Dilts & Morgan, is smiling again. His new touring car, stolen 3 weeks ago, has been found and returned to him.

The Hodgson-Davis Grain Co. has bot suit against the Marshfield Milling Co. to recover \$616.57 damages for refusal of a car of corn bot in June, 1920.

Oscar T. Cook, formerly with the Beyer Grain Co., which recently closed its office here, is now with the Barnes-Piazzek Co. He was Mr. Piazzek's assistant during the former's term of office with the U. S. Grain Corporation.

C. S. Leach, mgr. for Langenberg Bros. Grain Co. of St. Louis, at this market, is now representing the Barnes-Piazzek Co. at New Orleans, La. He has been succeeded by A. T. Sawyer. Albert Hoffman has charge of hay department.

C. V. Fisher, pres. of the defunct firm of C. V. Fisher Grain Co., in speaking of the recent failure, says: "One draft for \$20,000 which we expected, but did not receive, would have tided us over. Under the circumstances, the bankruptcy law seemed to be the only way out of the company's difficulties. I think the tangle will be straightened out soon and without important loss to any creditor." Total liabilities of the company are placed at \$143,261. The assets are listed at \$153,096. An income tax bill for \$9,835, dated 1917, figures in the liabilities. The company is capitalized at \$40,000. Mr. Fisher has been in the grain business here since 1891.

Paul Uhlmann, mgr. of the Terminal Elvtrs., operated by the J. Rosenbaum Grain Co., who has been seriously ill, is showing signs of a speedy recovery, much to the gratification of his many friends.

## ST. LOUIS LETTER.

The Exchange Elvtr., formerly operated as "regular," was withdrawn by the operators, Geo. Harsh & Co., Feb. 9.

The "Brooklyn" Elvtr., operated by the Powell & O'Rourke Grain Co., has been declared "regular" by the directors of the Merchants Exchange.

Frank Galennie, pres. of the Merchants Exchange in 1887, died recently at the age of 80. He was a member of the exchange for 50 years and was ill only a few days.

Benj. A. Furth, who recently forged the name of F. W. Langenberg on a check for \$1,500, was sentenced to 2 years in the state reformatory. He was a former bookkeeper of the Langenberg Bros. Grain Co.

A. J. Shulte and myself have formed a partnership for the buying and selling of grain and dealing in futures under the firm name of Fred. A. Meier & Co. with offices in the Merchants Exchange Building. We are members of the exchange.—Fred. A. Meier.

Edward M. Taylor, a member of the Merchants Exchange for over 50 years, is receiving the congratulations of his many friends and associates on the success of a recent operation for cataracts on his eyes. He is again on the floor and can now see as well as any one, tho he has been nearly blind for a number of years. He was at one time very active in grain circles here.

The Merchants Exchange recently announced that it would only redeem 10 memberships in 1921 instead of 25 as has been the custom for a number of years. In 1920 the full quota was redeemed at \$1,000 each. Since Jan. 1, nine memberships have been offered for redemption this year. They are the memberships of Geo. A. Carkner, Frank K. Houston, W. W. Graves, I. L. Burlingame, J. P. Grier, Julius Hollman, Herbert J. Mayer, Dick O'Bannon and William H. Holmes. Only one more will be redeemed.

## MONTANA

Richey, Mont.—Mail addressed to the Imperial Elvtr. Co. is returned "Unclaimed."

Windham, Mont.—We have succeeded the Farmers Equity Elvtr. Co.—Windham Elvtr. Co.

Ismay, Mont.—The Farmers Elvtr. Co. has secured an option on the Camp Crook Flour Mill at Ekalaka until Mar. 1.

Buelows, Mont.—The elvtr. of the St. Anthony & Dakota Elvtr. Co. at this station is not open this year.—E. L. Hill, agt. at Chester.

Antelope, Mont.—The Antelope Milling Co. has not been operating this season on account of light crops. The elvtr. of Ed. E. Rishoff has been closed for the last 2 years.—Alf. Hoover, mgr. Hoover Grain Co.

Galata, Mont.—The W. C. Mitchell Co., formerly the Randall, Gee & Mitchell Co., has bot the elvtrs. of the Emporium Elvtr. Co. at this point, Devon and Dumkirk, the houses being sold by the sheriff.

Coburg, Mont.—Our elvtr., which burned last summer, has never been rebuilt but we expect to have a new house this spring. No other grain firm operates here.—Coburg Equity Elvtr. Co., R. A. Simmons, sec'y.

Hysham, Mont.—The Montana Grain Growers will rebuild the elvtr. burned Jan. 9 and until the new house is completed will receive grain at the company's flat warehouse which will be equipped with a loader.

Helena, Mont.—A repeal of the law creating the State Terminal Elvtr Commission and the establishment of a state terminal elvtr. at Great Falls is asked in a bill introduced in the legislature by Representative Dunbar. The bill has passed the house but has not passed the senate.

Helena, Mont.—Irregularity in the terminal elevator election of 1918 may invalidate the bonds, the Supreme Court now having reversed the decision in the case of Lyman v. Stewart, holding with reference to the similar land classification case, that "As the act in question exempts all personal property from taxation for the purposes of the act, it is for this reason unconstitutional and void."



## NEBRASKA

Trenton, Neb.—F. C. Krotter will build a new elvtr. here this spring.

Imperial, Neb.—The F. C. Krotter Co. is installing a Hall Special Leg in its new elvtr.

Wakefield, Neb.—Carl Busby has succeeded Emil Carlson as mgr. for the Farmers' Elvtr. Co.

Pilger, Neb.—Harry Johnson has succeeded Wm. Rathke as mgr. for the Farmers' Co-op. Co.

Beaver Crossing, Neb.—Ed Wahr has succeeded J. H. Strother as mgr. for the Farmers Elvtr. Co.

Sterling, Neb.—Geo. F. Adden has succeeded H. M. Miller as mgr. for the Farmers' Union Elvtr. Co.

DuBois, Neb.—Wm. Droge has succeeded Ed. Rehlmier as mgr. for the Farmers' Union Elvtr. Co. Dan Newsam is ass't mgr.

Jansen, Neb.—About 50 farmers have organized a company and have bot the elvtr. of the Jansen Equity Co. Chas. M. Turner, sec'y.

Beatrice, Neb.—Black Bros. will increase their capital stock to \$384,000 and will hereafter operate as a stock company instead of a partnership.

Peru, Neb.—The old Peru Farmers Co-op. Grain Co. has been dissolved. The new company, operating as the Farmers Elvtr. Co., has succeeded it.

Kimball, Neb.—We have completed a small elvtr. in a temporary location and expect to build as soon as we can secure a permanent site.—Talbert & Vnuk.

Schuyler, Neb.—The Wells Abbott Nieman Co. will move one of its steel tanks to a new site on the Burlington to facilitate the unloading of wheat arriving via that road.

Hastings, Neb.—G. L. Fisher, formerly of Holstein, and W. C. Fisher have formed a partnership and have opened an office here to deal in wholesale grain and mill feed.—G. L. Fisher.

Tecumseh, Neb.—W. A. Goosman, mgr. for the Farmers Union Co-op. Ass'n, Vesta, will succeed J. A. Harvey as mgr. for the Farmers Union Co-op. Ass'n here Mar. 1. Mr. Harvey resigned.

Ashland, Neb.—Ira Dean & Son, who have been in the feed and coal business here for many years, are thinking of entering the grain business and are considering the erection of an elvtr.

Norfolk, Neb.—The Farmers' Union Co-op. Ass'n lost its lumber yard and warehouse by fire, not an elvtr., as recently reported. The company does not own an elvtr. at all.—Frank Melcher, mgr., Farmers' Grain & L. S. Co.

Norfolk, Neb.—At the recent annual meeting of the Farmers' Grain & L. S. Co. the officers were all re-elected. A vote of thanks was extended for the good results obtained by the efficient management of Mgr. Frank Melcher.—Dir.

Gordon, Neb.—We have installed all new machinery in our elvtr., including new leg, belt and cups, also new concrete dump. We are all set for electric power as soon as the city completes its new \$75,000 power plant.—R. J. Arndt, mgr. Nye Schnieder Fowler Co.

## LINCOLN LETTER.

The Ewart Grain Co. will add 30,000-bu. storage capacity to its concrete elvtr.

The International Milling Co. and the Hallet-Carey Co., both of Minneapolis, have recently established offices in Lincoln.

The Gooch Milling & Elvtr. Co. has just completed and put in operation an addition to its mill, giving it a daily capacity of 2,500 bbls. The Gooch Food Products Co., a subsidiary of the company, is showing a big increase in its output of macaroni, spaghetti, pancake flour and cereal products.

At the annual meeting of the Lincoln Grain Exchange, the following officers and directors were elected for the ensuing year: Pres., J. S. Ewart; Vice-Pres., E. N. Mitchell; Sec'y-Treas., W. S. Whitten. Directors: Eugene Leet B. M. Ford, and C. J. Slater. Personnel of the standing committees for 1921: Membership: Lee Wilsey, Chairman; M. T. Cummings, H. E. Gooch; Arbitration: J. M. Paul, Chairman; W. T. Bars-tow, J. M. Hammond; Appeals: John B. Wright, Chairman; J. S. Waxman, F. E. Roth; Discount: John D. Taylor, Chairman; C. G. Crittenden, T. M. Waxman; Transportation: W. S. Whitten, Chairman; L. J. Thurn, H. H. Wintersteen. A trading room fully equipped has been established.—W. S. Whitten, sec'y-treas.

## OMAHA LETTER.

Omaha, Neb.—Julian Scott is again with the Rothschild Grain Co. at this market.

Henry T. Clarke, attorney and traffic mgr. for the Grain Exchange, has resigned and will leave Mar. 1. He has been in the position since 1917 and the exchange regrets his action, which he states is due to pressure of private business.

C. R. Reitz, formerly sec'y and mgr. of the Adams-Reitz Grain Co., has sold his interest in the company which however will continue under the old name with the following officers: J. M. Adams, pres. and treas.; A. E. Adams, vice-pres.; A. E. Priest, sec'y-mgr. and D. C. Reitz, terminal mgr.

## NEW ENGLAND

Columbia, Conn.—G. B. Dimon is now mgr. for the Columbia Co-op. Ass'n.

Chicopee Falls, Mass.—Malcolm A. Ward, of the Potter Grain Co., was married recently to Miss Mable G. Brown of Greenfield.

Manchester, Mass.—The F. H. Masse Co. has made an assignment to me for the benefit of its creditors.—Frank C. Livingston, assignee.

Norfolk, Mass.—Elisha Rockwood, mgr. for W. E. Gilmore & Sons, died suddenly at his home here. He was 76 years old and is survived by his widow, 2 sons and 3 daughters.

North Adams, Mass.—The Deerfield Valley Grain Co. has been incorporated to operate here and at Wilmington by P. Z. and H. H. Whitney of Wilmington and A. E. Gleason of this city. The capital stock is \$40,000.

Rockland, Mass.—Albert Culver, who has been actively engaged in the grain and coal business here since 1872, died Feb. 17 at the age of 83. He had been ill for a long time. He is survived by his wife and 2 daughters.

Wakefield Junction (Wakefield p. o.), Mass.—Wm. P. Curley, one of the props. of the Curley Bros. Elvtr., was closing the office for the night when 3 men entered and at the point of a revolver held him up together with a customer. Emil H. Loubris. The bandits took all the money from the pockets of their victims, the safe and the cash drawer, about \$100 in all, and after tying the 2 men to chairs in a closet adjoining the office fled in an automobile. They were later apprehended as Mr. Loubris managed to free himself almost as soon as the men had gone. He notified the police who stopped the car as it reached Melrose, 10 miles away.

## BOSTON LETTER.

Seth Catlin, Sr., chief inspector at this market for many years, has been ill since the first of the year.

I was formerly with the Eugene MacDonald Co. which has since been dissolved. I am now conducting a straight brokerage business in grain and feeds.—John J. King.

Chas. F. Marden has filed a petition in bankruptcy scheduling liabilities of \$28,572.36, of which \$28,284.33 are unsecured claims. Among the largest creditors are the Armour Grain Co. of Chicago and Catlin Bros. of this city. He has no assets.

## NEW JERSEY

Jersey City, N. J.—The 1,000,000-bu. elvtr. owned by the Long Dock Co., of which the Erie Ry. Co. is the principal owner, formerly operated by the Armour Grain Co., is now being operated by the railroad company with Thos. W. Kane, vice-pres. of the Long Dock Co., as mgr. He also is grain representative for the Erie on the Produce Exchange of New York City. The house will be operated as the Erie Elvtr.

## NEW MEXICO

Santa Fe, N. M.—My husband died a year ago and I have disposed of his grain interests to Geo. Anton & Sons.—Mrs. Leo Hirsch.

Havener, N. M.—We have no elvtr. here now but will begin construction in about 30 days. Have scale and scale house installed and are buying and loading grain in cars. All correspondence is handled at Clovis.—Cramer Mill & Elvtr. Co., Clovis.

Hatch, N. M.—The Southwestern Mill & Elvtr. Co., formerly at San Marcial, has moved its plant to this station and is thoroly overhauling and repairing it. Carl E. Robinson and Thos. Morran, gen. mgr. of the company, are associates in the business. It is expected to have the plant ready Mar. 15.

Artesia, N. M.—The Artesia Gin & Elvtr. Co., incorporated for \$100,000, will build a mill and elvtr. soon.

## NEW YORK

Buffalo, N. Y.—A. H. Smith, pres. of the Chippewa Feed & Grain Co., is reported ill with influenza.

Glen Falls, N. Y.—The Glen Falls Brick & Lumber Co. has completed a 20,000-bu. elvtr. and will operate it in addition to its other interests.

Oswego, N. Y.—State Engineer Frank M. Williams has announced that contracts for the \$1,000,000 transfer elvtr. to be built at this point will be let within the next 6 weeks.

Gowanus Bay, N. Y.—The plans of State Engineer Frank M. Williams for the construction of a 2,000,000-bu. elvtr. here at a cost of \$1,912,396.47 were approved by the Canal Board, Feb. 2.

Chatham, N. Y.—The Cutler Co., of North Wilbraham, Mass., has taken over the Chatham Grain Co. and will operate the grain, hay and feed business under the name of Culter Co. The change in name however does not involve any change in ownership.

Buffalo, N. Y.—The Victor Milling Co.'s plant at Victor, N. Y., which was recently taken over by Chas. Kennedy & Co., was subsequently transferred to the National Bank of Commerce at Rochester and later to H. L. Perrigo of the Pittsford Milling Co., Pittsford.

Lockport, N. Y.—The Federal Milling Co. of this city has been consolidated with the Mansfield Milling Co. and the Mansfield Elvtr. Co. of Mansfield, Ohio, under the name of the Federal Milling & Elvtr. Co., Inc., which has been incorporated for \$1,000,000. Fred J. Lingham is pres. The Mansfield plant has been under the control of H. M. Witbeck, pres. of the Federal Milling Co.

Eaton, N. Y.—Moses Bros. Co., Inc., has succeeded Moses Bros. The new company has incorporated for \$200,000. Officers are: Albert J. Moses, pres.; Jesse M. Moses, vice-pres. and Fred C. Fitzgibbons, sec'y-treas. The personnel of the company remains unchanged. Fred C. Fitzgibbons having been identified with the company as buyer and office mgr. since the concern was started 9 years ago.

Oswego, N. Y.—The Oswego Milling Co. is in the hands of a receiver with liabilities at \$295,983 and assets of \$57,741. W. A. Rogers has been appointed receiver and J. J. Logsmar and Geo. W. Davis, appraisers. The petition for a receiver was filed by Sam'l Cobean, vice-pres. of the company, and Robt. Eaton, a grain merchant. Unsecured claims amount to \$65,000. Creditors secured by warehouse receipts hold \$17,435. Actual cash assets are given as \$19. The company succeeded the one burned out in 1919 and has been doing a big volume of business. It is thot that it may be reorganized and operated by the receiver.

## NEW YORK LETTER.

The offices of the Farmers' Oversea Co. will be closed Apr. 1, temporarily.

Frederick J. Shalek, operating under his own name, died Feb. 17, at the age of 70.

Leo Wolf and Johannes L. Ravenswood have applied for membership in the Produce Exchange.

Emanuel E. Rosenbaum, Brinkley Evans and John M. McCafferty have been elected to membership in the Produce Exchange.

The liabilities of Cisneros & Co., Inc., who recently failed, have been listed at \$112,326 and assets at \$15,760. Secured claims amount to \$11,063.

The Harry G. Gere Co. Inc., recently made an assignment in favor of its creditors. It is claimed that the failure was due to another one in the retail grain trade.

Alfred G. Howard has applied for membership in the Produce Exchange. He will represent the New York Overseas Co. on the floor, succeeding Troels Fode, who resigned Jan. 31.

The assets of the Alexander Hinchuk Co., Inc., consisting of office furniture, fixtures, supplies, etc., were sold at public auction Feb. 18. Chas. P. Blaney was receiver for the company.

Leo J. Gaugler, who has been in the employ of Nye, Jenks & Co. since he was a boy, has been elected to membership in the Produce Exchange and will represent his company on the floor, succeeding Alex. R. Merkelson, who recently resigned.



Alex R. Merkelson is now representing the Simonds Shields Lonsdale Grain Co., Kansas City, Mo., on the floor of the Produce Exchange as ass't to Paul H. Vilmar, the local representative of the firm. Mr. Merkelson is a member of the exchange and was formerly floor man for Nye, Jenks & Co.

## NORTH DAKOTA

Straubville, N. D.—The elvtr. of the Farmers' Elvtr. Co. burned recently.

Mannhaven, N. D.—The Farmers Elvtr. Co. is being formed to buy an elvtr. here.

Huff, N. D.—The elvtr. of the Farmers Elvtr. Co. burned recently with a loss of \$24,000.

Cooperstown, N. D.—Stokka Bros. incorporated for \$50,000 to buy and sell grain by M. O., A. and J. Stokka.

Drake, N. D.—J. A. McGovern has resigned as mgr. of the Drake Mill & Elvtr. Ass'n, which is operated by the state.

Michigan, N. D.—I am out of the grain business. Sold my elvtr. to Harry Campbell.—Albert Thompson. (Mr. Thompson bot the elvtr. of the Swanston & Maxfield Elvtr. Co. in the fall of 1919.)

Powers Lake, N. D.—Helmer Brundell has succeeded A. W. Youngquist as sec'y of the Farmers Equity Elvtr. Co. Mr. Youngquist has been with the company in the same office for the last 10 years.

Nome, N. D.—The Independent Elvtr. Co. has been made defendant in a suit brot against it by Wm. Dalrymple of Minneapolis to collect \$18,890 which it is alleged was loaned the defendants for 6 months' use last July, at 9% interest.

Grand Forks, N. D.—John Ryan has succeeded P. J. Kavanaugh, who died recently, as mgr. for the Russell-Miller Milling Co. The company has recently overhauled the plant, installing new electric power. Operation will be resumed about Mar. 1.

Bismarck, N. D.—The Marketing Bill reducing the number of years for which a market ass'n may contract for the sale of products from 10 to 5, passed the state senate Feb. 15. It is sponsored by the Com'ite of 17 and the American Farm Buro Federation.

Garrison, N. D.—The Farmers Trading Co. is installing a new automatic scale. The Osborne & McMillan Elvtr. Co. has built a new office. Chas. Landenbeck is still mgr. I have completed a new office and engine room, up-to-date in every respect.—Otto Schneider, Independent.

## OHIO

Custer, O.—The Farmers' Elvtr. Co. has installed a drier in its elvtr.

Lemert, O.—The Lemert Elvtr. & Supply Co. is installing a feed mill.

Versailles, O.—Fred Thomas is mgr. for the Equity Union Co. here.—W. H. Griner.

Waldo, O.—Carl Keeler, of Toledo, is now mgr. for the Farmers' Co-op. Elvtr. Co.

Navarre, O.—A corporation of farmers has bot the mill and elvtr. of the Navarre Mills.

Findlay, O.—We have increased our capital stock to \$75,000.—Hancock Co-op. Elvtr. & Supply Co.

Lima, O.—The F. A. Derck Co. has failed and is making an effort to close up the business for the benefit of its creditors.

Holmesville, O.—The elvtr. and warehouse of C. H. Hoff burned recently with a loss of \$10,000. Considerable wheat, feed and wool was damaged.

Defiance, O.—While Mgr. I. Grueber was absent from the office of the Farmers' Elvtr. Co. a few moments, someone helped himself to \$250 in the money drawer.

Mansfield, O.—The Mansfield Milling Co. and the Mansfield Elvtr. Co. have been consolidated with the Federal Milling Co. of Lockport, N. Y., and will be operated as the Federal Milling & Elvtr. Co., Inc.

Fremont, O.—I have been operating at this point as C. C. Wolfe & Co. for the past year, but at present have discontinued the business and am now mgr. for the People's Elvtr. & Supply Co.—C. C. Wolfe.

West Alexandria, O.—I have sold my elvtr. to the West Alexandria Co-op. Equity Co. and have given possession and will not enter the grain business again, at least not in the near future.—Chas. A. Rinck.

Latty, O.—Dustman Bros. of Ohio City have bot the elvtr. of the Maumee Valley Land & Grain Co., of Payne, at this station.

Bucyrus, O.—A. A. Stuckman, pres. of our company, is also mgr. at present, filling out the unexpired term of Mgr. H. D. Williams, who is in Florida on account of his wife's illness.—Bucyrus Mill & Elvtr. Co.

Richwood, O.—The Richwood Farmers Exchange Co. has bot the elvtr. and property of the Richwood Grain Co. and will take possession Mar. 1. The new company has a capital stock of \$100,000. E. B. Bumgarner is sec'y.

New Washington, O.—I am out of the grain business. The New Washington Equity Exchange has succeeded me.—Jacob Gottfried, former elvtr. owner and representative of Sneath Cunningham Co. (He is now at Plymouth, O.)

Middlepoint, O.—Chas. T. Pierce, of Van Wert, has formed a partnership with John Stevens under the firm name of Pierce & Stevens and the new company has bot the elvtr. and grain, hay and coal business of Sam'l Hessian here. Mr. Pierce had been out of the grain business for several years. He was well known to the older dealers in Ohio.

Amherst, O.—The Farmers' Co-op. Elvtr. Co. has permission to run a switch track to a site selected for its new elvtr. and will start work on the new house as soon as possible. The elvtr. will be 40 x 100 ft. and be of concrete construction. The company has delayed building because it was hoped that the elvtr. of the Amherst Supply Co. could be bot. The owners, however, wanted \$22,000 for the property and the new company refused to pay over \$17,000.

De Graff, O.—The report that Miller & Converse or Miller & Son, operate an elvtr. here is erroneous. They own no elvtr. here or anywhere else. Miller & Converse have been partners in handling hay and straw for several years but the partnership was recently dissolved. L. W. Miller has taken his son in to the firm and they are handling hay as Miller & Son. Mr. Converse loaded a few cars with corn but has made no announcement of continuance. The Buckland Milling Co. and myself operate the only elvtrs. here.—Andrew Mohr, prop. Main Street Grain Elvtr.

Toledo, O.—The estate of Frank I King, who died on Jan. 29, is valued at \$435,517. Mr. King's will divides this equally among the four children, Mrs. Walter Braun, Mrs. George Wallace, Mrs. Thomas Day and Frederic King. Mrs. Walter Braun, formerly Kate King, and Fred King have been appointed administratrix and administrator, respectively. Of the estate, \$235,426 is personal property, \$171,241 is money and 46,850 is real estate. The appraisal showed \$66,000 in Liberty Bonds. The will specified that the King cook and the chauffeur be given \$250 each. The good will of C. A. King & Co. was bequeathed to the son, Fred King, who was associated with his father in that business, but the money involved in the business will belong to all the children.

## CINCINNATI LETTER.

Cincinnati, O.—Jos. Frost, for the last 30 years supt. for the Early & Daniels Co., died recently after a year's illness.

The Van Leunen Co. have new and commodious offices in the Neave Building and will move Mar. 1 from the old rooms in the Mitchell Building to the new home.

Cincinnati, O.—The arrival of a small girl at the home of Ray Bender, mgr. of the grain department of Alfred Hill & Co., is giving members of the Board of Trade a double treat as not only Bender, Jr., but also A. Bender, her grandfather, are members of the trade.

## OKLAHOMA

Weleetka, Okla.—J. B. Bates has bot the mill and elvtr. of the Weleetka Mill & Elvtr. Co.

Checotah, Okla.—The Checotah Mill & Elvtr. Co. incorporated for \$10,000 by J. H. Young, W. I. Cook and J. A. Hurt.—K.

Madill, Okla.—Leonard Woody, of the Woody Grain & Elvtr. Co., was recently married to Miss Lucile Brockman of this city.

Stillwell, Okla.—We have organized primarily for the purpose of handling fruit. May handle other crops later but not now.—Growers Co-op. Ass'n.

Avard, Okla.—The elvtr. of the Farmers Elvtr. Co. is still closed and has been for some time.—Walter Hunsaker, grain buyer for the Alva Roller Mills.

Frederick, Okla.—I still operate elvtr. at Manitou, Loveland and Hollister but I have leased the elvtr. and store in this city to the D. H. Sims Grain Co. for the coming year.—A. D. Winsor, per D. H. Sims.

Alva, Okla.—L. L. Peters, formerly mgr. for us here, resigned to enter a general brokerage business. Chas. S. McGinness has succeeded him. Mr. McGinness was former mgr. of the Anthony Mills at Anthony, Kan.—Alva Roller Mills.

Sayre, Okla.—I will build a 6,000-bu. elvtr. on the R. I. R. R. here and will equip it with controllable wagon dump, automatic scale and manlift. Will have 7 bins. Have been in the coal business here for 4 years.—Oscar Ewton.

Muskogee, Okla.—Our new 100,000-bu. elvtr. is finished and the machinery is being installed. Expect to begin operations Apr. 1. The house is built on the site of the old Davidson mill and elvtr. which burned a few years ago.—Adkins Hay & Feed Co. (The company is composed of E. S. Adkins, H. H. Ogden and T. L. Snodgrass.)

## OKLAHOMA CITY LETTER.

The manufacturers com'ite of the house has made an unfavorable report on the Harrison Bill which places flour and cereal mills, etc., under the jurisdiction of the corporation com'ite.

A bill by Spurlock and Leddy prohibiting discrimination in prices or rates in the production, manufacture or sale of "any commodity in general use" has been recommended for passage in the Senate by the agricultural com'ite. The Cordell Bill, similar to this, is pending. The bill has been amended to cover the buying as well as the selling of the commodities.

Sen. W. H. Woods of Purcell has introduced a bill in the senate providing for a "Fair Price Commission" to serve until June, 1923. All lines of business, including grain offices, hotels, all stores, etc., wud be called public utilities and would be under the jurisdiction of the corporation com'ite according to the bill and subject to the above com'ite to comprise the labor board, public health commission and the sec'y of state marketing commission.

## OREGON

Portland, Ore.—D. G. Ray and Arthur C. Smith have bot the interest of the E. Rohlfing Co. and will operate as the Ray & Smith Co.

Pendleton, Ore.—N. J. Blydenstein is now mgr. for the Umatilla Flour & Grain Co. I am planning to engage in a new line of endeavor in the near future entirely removed from the grain business.—H. W. Wagner, Umatilla Flour & Grain Co.

Pilot Rock, Ore.—Our recent fire leaves us with a possible loss of \$100,000. We were normally insured but were carrying a heavy storage of grain that was yet in the hands of the growers. Most of this was covered except some minor lots. Our warehouse, feed and cereal plant were a complete loss but our concrete elvtr., which contained from 50,000 to 55,000 bus. of wheat remained intact. The warehouse had about 20,000 sacks of wheat and barley in it. We will rebuild as soon as we can clear away the salvage. Will use concrete and iron only.—P. G. Kester, mgr. Pilot Rock Elvtr. Co., Inc.

## PENNSYLVANIA

### PHILADELPHIA LETTER.

H. Raymond Rybout has been elected to membership in the Commercial Exchange.

Geo. A. Magee of Geo. A. Magee & Co. is convalescing from a slight attack of pneumonia.

The mill and elvtr. of the Easton Milling Co., Easton, Pa., burned Feb. 19. The elvtr. contained 5,000 bus. of grain. Senator Geo. L. Bartlett and H. R. Spring are props. Loss \$60,000.

Isaac Tupowitz, one of the younger grain brokers of the exchange, was married to Miss Esther Kadansky recently and his many associates in the trade helped to make the occasion a memorable one.

## SOUTH DAKOTA

Beardsley, (Parkston, p. o.), S. D.—The Farmers' Elvtr. Co. has installed a Hall Signaling Distributor in its elvtr.

Artesian, S. D.—Herbert B. Rodee, mgr. for the Farmers' Grain Co. committed suicide Feb. 10. He was 55 years old and it is that that worry over the losses sustained by his company caused him to end his life.



Parker, S. D.—The Shanard Grain Co. will build a new elvtr. at this station. The company's headquarters are at Bridgewater.

Iushnell, S. D.—The elvtr. of E. T. Alguire, together with the warehouse and coal sheds, burned at 1 a. m., Feb. 4 and was a total loss. The elvtr. and warehouse contained about 10,000 bus. of barley and oats. We understand he will rebuild.—G. A. Miller, mgr. Liberty Grange Corp. (The insurance amounted to about \$7,500.)

Madison, S. D.—We have just completed invoicing and find that we have a net profit of \$12,000 in the elvtr. operations and a net loss of \$6,000 in the lumber yard, so that on the two lines we still have a net profit of \$6,000. We run the two industries separately. In the elvtr. we handled 351,000 bus. of grain. We also sold 3,658 tons of coal and \$1,500 worth of seeds and 3,500 sacks of flour.—F. H. McGovern, mgr. Farmers Elvtr. Co.

## SOUTHEAST

Waterboro, S. C.—The Colleton Products Ass'n is installing a Hall Signaling Distributor.

Charleston, W. Va.—J. M. Frame Co. incorporated for \$25,000. by J. M. and P. A. Frame, E. D. and M. T. Martin, and G. M. Brase.

## TENNESSEE

Tullahoma, Tenn.—The Middle Tennessee Mill Co. is building a new 50,000-bu. elvtr.—C. C. Richart, Wartrace.

Fayetteville, Tenn.—Pitts & Co. and the Plyant Milling Co. are out of business here.—W. L. Turley, Fayetteville Grain Co.

Memphis, Tenn.—T. H. Barry has bot the membership of the Riverside Elvtr. & Warehouse Co. in the Merchants Exchange and has applied for membership. He has leased the warehouse and elvtr. of the company.

Memphis, Tenn.—Ferd Heckle has applied for membership in the Merchants' Exchange. Mr. Heckle and his brother recently bot the National Brokerage Co. from L. C. Kavanaugh, who is now sales mgr. for the Triangle Milling Co., at Kansas City, Mo.

Murfreesboro, Tenn.—The property of the Murfreesboro Mills Co. is still owned by the corporation of that name, J. F. Boyd being pres. and chief stockholder. Jan. 1st, T. F. Boyd and J. A. Ridley leased the mill property and bot stock, good will, etc., from the company. They are operating as a partnership under the old name, with Mr. Boyd as gen. mgr. and Mr. Ridley, sales mgr.—Murfreesboro Mill Co.

## TEXAS

Orange, Tex.—The Orange Grain Co. is in new quarters in the Richelieu Building.

Houston, Tex.—The Southwestern Grain & Hay Co. is in the hands of a receiver. W. H. Ward was recently appointed as such by the court.

El Paso, Tex.—We have not opened an office here as recently reported.—E. R. Humphrey, gen. mgr. for Great West Mill & Elvtr. Co., Amarillo.

Sour Lake, Tex.—The Sour Lake Grain Co. has bot the grain business of the Waldman Ross Grain Co. and will operate it with R. M. Campbell as mgr.

Amarillo, Tex.—The Great West Mill & Elvtr. Co. will incorporate for \$600,000. Frank Kell is pres. of the company and E. R. Humphrey, vice-pres. and mgr.

Ft. Worth, Tex.—We have opened a brokerage office here to handle grain and feed stuffs of all kinds.—Rothschild Brokerage Co. (Leslie Jenison and Harvey J. Gerard are members of the firm.)

A prize of \$100 will be given by the Texas Grain Dealers Ass'n to the member securing the largest number of applications for membership, in a campaign to increase the membership to 500.

Canyon, Tex.—We have bot the elvtr. of W. H. Hicks at this place and will install a grain cleaner, automatic scale, 10-ton wagon scale and 25-h.p. gas engine.—L. E. Cearley, L. E. Cearley Grain Co.

Wildorado, Tex.—The Wildorado Elvtr. Co. is in the hands of a receiver with liabilities at \$47,000 and assets at about \$27,000, making the net loss \$20,000. The elvtr. will be sold within 30 days and reopened for business.—C. L. Morris, receiver.

Dallas, Tex.—The Sigmond Rothschild Co., of Houston, has discontinued its office in this city.

Taylor, Tex.—A warehouse, adjoining the mill of the Gottlieb Milling Co. and the grain warehouse of H. Bland & Co., burned recently with a loss of \$50,000. Much wheat, corn and mill feed was damaged. The Bland company's loss was slight and was due to water.

Ft. Worth, Tex.—The first creditors' meeting of the Walker Grain Co. was held Feb. 18 in the office of Federal Referee Glenn Smith to prove claims. It is thought that all claims can be collected in full against this company, the Officer-Smith and the Union Grain Co.

Houston, Tex.—New officers of the Merchants Exchange are: John E. Bishop, pres.; Sigmond Rothschild, vice-pres.; D. S. Cage, W. L. Edmundson, P. E. Pritchard, J. G. Leavell, J. V. Neuhaus, Charles P. Shearn, Jr., and B. C. Ross, directors. J. H. Upshulte is chief inspector.

Temple, Tex.—The elvtr. formerly operated by A. B. Crouch, under the name of the A. B. Crouch Grain Co., is not operated now. The only elvtrs. here are our own and that of the Sunset Milling Co. We contemplate building two 15,000-bu. concrete tanks this spring.—Childress Grain Co., Inc. (Later information states that the Crouch Elvtr. is now used as an ice factory. Mr. Crouch disappeared in April, 1916, and about a year later was located in South America. The elvtr. was sold at auction in the fall of 1917.)

## GALVESTON LETTER.

Jefferson D. Hardin, Jr., of New Orleans, La., has opened an office in the Cotton Exchange Building with J. M. Allen as mgr.

Walter A. Barlow has resigned as traffic mgr. for the Texas Star Flour Mills and after an extended vacation will enter the business on his own account.

The Cotton Exchange and Board of Trade elected the following officers for this year: Eustace Taylor, pres.; Bayliss E. Harriss, vice-pres.; and George Sealy, treas. Directors elected were G. J. Nickson, D. S. Godwin, O. S. Flint, I. H. Kempner, E. F. Newing, H. L. Ziegler and T. H. Phillips. W. W. Morrison has been appointed executive sec'y of the Exchange.

## UTAH

Levan, Utah.—The Levan Mill & Elvtr. Co. has not finished its elvtr. yet.—C. W. Herman-sen.

Monticello, Utah.—Neither elvtr. or mill built yet. No money in this country.—Capt. J. W. Hanson, pres. and mgr. Farmers Milling & Packing Co. (The company reported the proposed erection of a mill and elvtr. here last fall.)

Kaysville, Utah.—We are the only grain firm now operating here. We have not started to rebuild our mill yet, but are operating our 65,000-bu. steel elvtrs. which stood the test of the fire. The mill burned Oct. 7, 1920.—Kaysville Milling Co.

Ogden, Utah.—Chas. L. Bune, spoutman for the Globe Grain & Milling Co., was killed Feb. 5 when he was overcome by gas in an interstice bin of barley. Mr. Bune and Supt. R. O. Daniels of the company, who recently succeeded H. Aabel, went to the bin to obtain samples about 11:50 a. m. Bune opened the bin and dropped to the grain about 7 ft. below. He fell unconscious and Daniels seeing his condition went for ropes and men to get him out. In the meantime Ward A. Dunn, electrician, noticed the body and made an attempt to reach Bune but was also overcome. Ropes were secured and the two men were brot out after 2 of the rescuers had also fallen from the effects of the gas. Bune was dead but Dunn was revived by a pulmotor. He is however in a serious condition. Mr. Bune was 26 years old and is survived by his wife and parents. The gas is believed to have been formed by the fermentation of the moist bearded barley in the bin. A complete report of the accident is illustrated elsewhere in the Journal.

## WASHINGTON

Sunnyside, Wash.—Neil Bros., of Seattle, have opened an office here in charge of Chas. E. Johnson.

Pomeroy, Wash.—N. D. Donaldson, lessee of the Cluster Warehouse, has bot the interests of E. C. Cluster. Mr. Cluster has been in the business here for 22 years.

Malden, Wash.—The White-Dulany Co. of Seattle, has bot the holdings of the Milwaukee Grain & Elvtr. Co. in this vicinity and Thos. Hemp of this city, who has been agt. for the company, has been promoted to the office at Rosalia.

Grandview, Wash.—The Grandview Leader has been incorporated to do a general grain warehousing and elvtr. business as well as a commission business. The capital stock is \$50,000 and incorporators include Jay Faris, G. W., J. E. and H. W. Parchen, and J. L. Purdue.

Almira, Wash.—The Farmers Warehouse Co. has a new concrete elvtr. consisting of 6 tanks, 16x80 ft., with 8 interstice bins. The company also built a new concrete scale house equipped with 2 sets of scales. The headhouse and elvtr. have a capacity of 110,000 bus. and are equipped with conveyor, etc. Alloway & Georg had the contract.

Auburn, Wash.—The Auburn Milling & Elvtr. Co. will build a mill and elvtr. plant to replace the plant of the Vollmer-Clearwater Co. which burned Jan. 4. Work will be started as soon as the insurance adjusters have finished their work. The greater part of the stock on hand at the time of the fire has been salvaged, 17 carloads valued at \$15,000 having already gone to Seattle. After being thoroly dried it will be sold for feed and fertilizer. L. Y. Williams, who was mgr. for the Vollmer-Clearwater Co., is a director of the new company.

## WISCONSIN

Ashland, Wis.—The Hanson Bros. Co. has installed a Carter Disc Separator in its elvtr.

Lavalle, Wis.—Lavalle Equity Ass'n incorporated for \$10,000 by F. Smith, F. Seldon, H. Diece and others.

Jefferson, Wis.—Jefferson Co-op. Produce Co. incorporated for \$20,000 by R. H. Lang, W. J. Feind and O. T. Haberman.

Ripon, Wis.—The recently organized Badger Farmers Co-op. Co. has bot the elvtr., flour and feed store of Otto Kroll.

Milwaukee, Wis.—Much of the corn in Elvtr. "A," which burned Jan. 26, is being salvaged by the owners, the Donahue-Stratton Co.

Campbelltown, Wis.—E. F. Messer of Messer & Ketter has sold all of his outside interests and will devote his entire time to the grain business.

Eau Claire, Wis.—The C. W. Cheney Co., which sold its mill and elvtr. to the Wisconsin Grain & Cereal Co. last June, has dissolved as a corporation.

Fennimore, Wis.—Parker & Mitchel recently suffered the loss of their warehouse filled with grain and seed when fire spread to the structure from an adjoining lumber yard. The loss is, however, reported covered by insurance.

Rio, Wis.—The Rio Produce Co. will operate the warehouse and elvtr. near the depot. Claude E. Higbee, a well known grain mgr. and solicitor, is mgr. for the company. He was recently mgr. for the Farmers' Elvtr. Co. at Kensington, Minn.

Appléton, Wis.—Willy & Co. has been incorporated for \$125,000 by H. E. McEachron, A. L. Nichols and Miss Marie Zigenhagen, who has been mgr. for Willy & Co., since 1914. She will continue in that capacity with the new company, which has taken over the plant. Mr. McEachron, operating as H. E. McEachron & Co. at Wausau, will be gen. mgr.

Rhineland, Wis.—A deal has been completed whereby the Oneida Grain Co. and the Consumers Hay Co. will be under the same ownership but will be conducted under separate management. E. H. Rogers, formerly mgr. of the grain company has severed his connection with the firm, which writes: "The deal does not include an elvtr. We will do a car lot grain shipping business under the same old name."

## WYOMING

Gillette, Wyo.—We have a 10,000-bu. elvtr. on the C. B. & Q. R. and do a carlot shipping business, both in and out. We have just finished installing new machinery.—A. R. Smith, mgr., Gillette Creamery & Produce Co.

INDEPENDENT grain dealers of ability and experience are buying large blocks of stock in many of the cooperative companies, but out of regard for the former stockholders are continuing the business under the old names.



## Adulteration and Misbranding.

Under the Food and Drugs Act the following judgments were recently rendered in the United States District Court for the Bureau of Chemistry:

The Nelson Grain Company, Kansas City, Mo., was alleged to have shipped misbranded and adulterated crushed barley into the state of Kansas. Adulteration was charged because oats, wild oats and weed seeds had been substituted for the barley. Misbranding was charged because the label stating that the product consisted of crushed barley was false. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$10 and costs.

The Haskins Trading Co., New Orleans, La., was charged with shipping rice meal into Florida in violation of the Food & Drugs Act. Adulteration was charged because rice hulls had been mixed with the product. Misbranding was charged because the label on the product claimed the contents to contain rice meal. A similar shipment into the state of South Carolina was labeled 11% protein and crude fiber 11%. Analysis showed the product to contain but 10% protein and more than 16% fiber. The defendant entered a plea of nolo contendere to the information and the court imposed a fine of \$40.

The Levy Rice Milling Co., New Orleans, La., was alleged to have shipped adulterated and misbranded rice bran into the state of Alabama. A Bureau of Chemistry analysis of the product showed the presence of 7.66% fat; 8.84% protein and 18.40% crude fiber, together with the fact that rice hulls had been added. Adulteration was charged because of the addition of the rice hulls and misbranding was charged because the bran was labeled fat 10.16%, protein 10.62% and fiber 16.27%. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$10.

The Rickerts Rice Mills, New Orleans, La., was alleged to have shipped misbranded and adulterated rice meal into the state of Georgia. Analysis by the Bureau of Chemistry showed the following composition: Crude protein 9.44%; Crude fiber 14.10% and the presence of rice hulls. Adulteration was charged because of the added rice hulls and misbranding was charged because the meal was labeled "Rice meal, Crude Protein 11.50% and Crude Fiber 8.3%." Upon a plea of guilty being entered for the defendant firm the court imposed a fine of \$30.

The Roberts Cotton Oil Co., Cairo, Ill., was alleged to have shipped cottonseed meal into the state of Michigan in violation of the Food & Drugs Act. Analysis by the Bureau of Chemistry showed the presence of 35.61% protein and 14.83% crude fiber. Misbranding was charged because the meal was labeled protein 38.63% to 41% and fiber 12%. On another shipment into the state of Indiana, cottonseed hulls had been mixed with the meal and adulteration was alleged in this instance. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$25.

The United States Stock Food Co., Kansas City, Mo., was alleged to have shipped molasses feed into the state of Indiana in violation of the Food & Drugs Act. Misbranding was charged because the quantity of the feed was not plainly and conspicuously marked on the outside of the package. A plea of guilty to the information was entered for the defendant company and the court imposed a fine of \$10 and costs.

C. L. Campbell & Co., Cairo, Ill., were alleged to have shipped misbranded cottonseed meal into the state of Michigan. Misbranding was charged because the quantity of meal was not plainly and conspicuously marked on the outside of the package. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$50 and costs.

The Crescent Cotton Oil Co., Memphis, Tenn., was alleged to have shipped cracked cottonseed cake into the state of Kansas in violation of the Food & Drugs Act. Misbranding was charged because the article was food in package form not plainly and conspicuously marked with the quantity on the outside of the package. The company entered a plea of guilty to the information and the court imposed a fine of \$50.

The Richmond Roller Mills, New Richmond, Wis., were alleged to have shipped misbranded whole ground barley into Virginia. Misbranding of the article was alleged in the information for the reason that it was food in package form, quantity not plainly and conspicuously marked on the outside of the package. Upon the entering of a plea of nolo contendere the court imposed a fine of \$20 and costs.

## Speculation vs. Public Welfare.

[Concluded from page 320.]

ous speculation which would result in the destruction of his credit, because of his abnormal risk.

If the miller had a call for flour to the extent of 200,000 barrels or 1,000,000 bushels of wheat, its equivalent, he would be in identically the same position. If, on the other hand, there were not an adequate demand for wheat and the surplus rush came to market without futures, there would be no one to make the purchase, unless the price were depressed to a level which would guarantee the purchaser against possibility of loss and insure him a handsome profit for his hardihood in undertaking a large contract. Thru a futures market, as now operated, all of these transactions can go on without affecting the price level. That condition is founded on one principle and one only—namely, speculation.

The speculator is the man who ventures to forecast the future, either for higher or lower prices, and puts into operation through a trade for future delivery his opinions.

Hedging affords easy credit because a sharp decline in price of grain held in store is offset by the profit taken out of the futures sale. Purchases of futures by millers for a hedge makes market fluctuations unimportant to them, because they buy wheat in sufficient amount to protect flour sales, and as they acquire the wheat, sell out their futures. They may have suffered a decline in the wheat purchased, but their initial profit remains fairly stable.

I do not submit to you that an absolutely fixed profit can be had from this security, but the insurance is so nearly perfect that the hedger is considered the true grain merchant. The man who hedges a portion of the time and keeps his long or short grain open a part of the time, is a speculator of the worst sort. He must adopt one of two plans: operate solely on his judgment of the value of grain, without regard to fluctuations and without regard to hedges, or on the other, become a consistent and invariable hedger. All sound concerns follow the last-named plan, and it is only by reason of this that their business can be financed.

Speculation affords distribution of risk. And this distribution of risk can be acquired only through speculation because normal hedging could not be carried on without a broad open market.

Trading on the floor of the exchange amounts, in fact, to the same thing as a great auction market, where people have commodities to buy and to sell, and where those seeking opportunity to forecast the future can make their investment personally, or more often through their agents, who are members of organized exchanges.

The point that I am developing is that thru organized exchanges there is registration every minute of the day, during the hours specified for open trading, of public opinion, and supply and demand thru futures quotations based on figures issued by Federal authorities, international authorities, personal analysis, and public psychology. If it is desirable that the grain business should reach the hands of a few men who can finance it, and these men are very few, if it is desirable that the complexion of the handling of the grain crops should be similar to that of the packing industry, the oil industry, the coal industry and the steel business, then speculation may reasonably be dispensed with and it will automatically result in the dismemberment of exchanges, because without speculation there can be no hedging.

In conclusion I submit to you that any process which provides the facility for transferring from the producer to the consumer American products at the lowest possible intermediate cost, and in the manner best calculated to guarantee adequate supplies at all points, at all times, is an institution of the greatest good in protecting public welfare. I believe that organized exchange trading provides this very facility, and I believe further that such trading cannot exist without speculation.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. & A.** in a special Sup. to tariffs gives the increase in rates on Illinois intrastate traffic effective Feb. 19.

**Western Trunk Lines** in Sup. 23 to circular 1-O gives rules, regulations and exceptions to classifications, effective Feb. 15.

**E. B. Boyd** in a special Sup. to tariffs gives the increase in rates on shipments within the state of Illinois, effective Feb. 19.

**C. & E. I.** in 8625-C gives rates on grain and grain products from stations on the C. & E. I. to points in Ala., Ark., La., Miss. & Tenn. effective March 1.

**Pennsylvania System**, thru R. H. Smith, chief of tariff bureau on Jan. 1, 1921, issued a complete list of the freight tariffs in effect on the lines of the Pennsylvania. The list is to be reissued on April 1.

**Monon** in Sup. 14 to 520 gives the local, joint, proportional and reshipping rates on grain, grain products and grain by products from Monon stations to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., and Wis., effective Mar. 6.

**L. A. Lowrey**, agt. in Sup. 4 to 20-K, gives the local, joint and proportional terminal charges from points within the Chicago district on outbound and inbound freight traffic, also rules governing intermediate service on freight passing thru Chicago district, effective March 8.

**C. B. & Q.** in Sup. 2 to 1800-D gives the rates on grain, grain products, broom corn and seeds between C. B. & Q. stations west of the Missouri River also R. C., B. H. & W. and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minn., also points on lines east of the Missouri River, effective Feb. 2.

**A. T. & S. F.** in Sup. 4 to 5588-L gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo., and Okla., also Superior, Neb., and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Mich., Minn., Mo., Neb., Okla., and Wisc., issued Feb. 11 on order of the I. C. C.

**C. R. I. & P.** in 31408 gives the local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Neb., N. M., and Okla., also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La., Miss., and Okla., effective Mar. 1.

**C. R. I. & P.** in Sup. 8 to 28405-D gives the local joint and proportional rates on hay, straw and corn husks, from stations in Ark., Colo., Kan., La., Neb., N. M. and Okla., also to Little Rock, Ark., Memphis, Tenn., New Orleans, La., Texarkana, Ark.-Tex. and other stations in Ala., Ark., La., Miss., Mo., and Okla., effective March 1.

**C. B. & Q.** in Sup. 4 to 1346-G gives the local, joint and proportional rates on grain and grain products between Chicago, Peoria, Quincy, East St. Louis, Ill., St. Louis, Mo., etc., and stations on the C. B. & Q., G. & W., R. I. Sou. Ry., and C. B. & Q., Mississippi River points, Dubuque, Iowa, and south thereof; also stations on the M. B. & S., effective March 1.

**C. R. I. & P.** in Sup. 4 to 13207-H gives the joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kas.), Atchison, Kas., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kas., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich., and Wisc., on connecting lines effective March 25.

**C. B. & Q.** in Sup. 12 to 5400-B gives local and joint rates on broom corn, flaxseed, grain and grain products, between Omaha, South Omaha, Nebraska City, Neb.; Council Bluffs, Pacific Junction, Sioux City, Iowa; Atchison, Leavenworth, Kan.; Kansas City, St. Joseph, Mo., and stations taking same rates, all stations on the C. B. & Q., west of Missouri River (except Colorado) and stations on the C. B. & Q. west of Missouri River, C. & N. W., R. C. B. H. & W., and Colo. & Wyo. Ry., effective Feb. 20. (Sup. 14 became effective Feb. 2.)

**C. B. & Q.** in 37-K gives the local, joint and proportional rates on grain, grain products, flaxseed, hay and broom corn from Kansas City, Mo., Atchison, Kan., Omaha, Neb., Council Bluffs, Sioux City, Iowa, Sioux Falls, S. D., to Metropolis, Ill., Paducah, Ky., Cairo, Ill., Evansville, Ind., Memphis, Tenn., Helena, Ark., New Orleans, La., Mobile, Ala., Key West and Pensacola, Fla., effective Mar. 1.

**C. B. & Q.** in Sup. 16-A to 3457-H gives a correction of Montana rates appearing in Sup. 16 to 3457-H, a tariff explaining rules and regulations affecting freight traffic on lines named in tariff, including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., issued Dec. 28 and effective Dec. 11.

**Illinois Central** in Sup. 26 to 1537-D gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds, also articles taking the same rates between stations in Ill., Ind., Wis. also Dubuque, Ia., and St. Louis, Mo., and Chicago, Peoria, Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., St. Louis, Mo., Ohio River Crossings and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo., and Wis., effective Feb. 19.

**C. B. & Q.** in Sup. 3 to 1362-L gives the local joint and proportional rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., and La Crosse, Wis., etc., and stations in Ill., Ind., Ky., West Bank, Miss., River points (Dubuque, Ia., to St. Louis, Mo., inclusive) also Green Bay, Kewaunee, Wis., etc., also to points east of the Illinois-Indiana state line or south of the Ohio River, effective March 1.

**C. R. I. & P.** in Sup. 6 to 29329-D gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Armourdale, Atchison, Kas., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kas., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska on C. R. I. & P., C. B. & Q. and M. P. and stations in Ill., Ind., Ia., Minn., Mo., S. D., and Wisc., issued Feb. 7 on order of the I. C. C.

**C. B. & Q.** in 1218-H gives the local and joint rates on grain, grain products and hay, carloads, from stations in Kansas, Nebraska, Wyoming and Colorado, to Cairo, Metropolis, Ill., Evansville, Ind., Greenville, Miss., Memphis, Tenn., Natchez, Miss., New Orleans, La., Vicksburg, Miss., also Port Arthur, Tex., Port Bolivar, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., Galveston and Texas City, Tex., when for export, effective March 1.

**C. R. I. & P.** in Sup. 6 to 10389-F gives local joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., E. St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Ill., Ia., Minn., Mo., and S. Dak., also Armourdale (Kansas City, Kas.), Atchison and Leavenworth, Kas., also on grain and grain products from stations in Ia., Minn., and S. Dak. to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined southeastern and Carolina territories, effective March 21.

**Illinois Traction System's** twenty-four supplements covering revised minimum weights on grain and grain products have been rejected by the Interstate Commerce Commission and the weights and rules therein cannot be applied on interstate traffic. Minimum weights published in original tariffs and supplements will continue on interstate traffic. As the Illinois Public Utilities has not rejected these supplements the weights and rules will apply on Illinois intrastate traffic. Rejection notice published Feb. 9.

**C. & E. I.** in special Sup. 15 to 622-F gives the local, joint and proportional rates on grain, grain products and grain by products, also broom corn, green corn, corn cobs, cotton seed, cottonseed ashes, seeds and red top seed chaff from C. & E. I. stations, also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.) and Moline Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., as shown in the amended tariff effective Feb. 19. Supplement 14, issued Feb. 12, becomes effective on Illinois intrastate traffic on Feb. 19, on Indiana intrastate traffic on Mar. 20 and on Mar. 20 becomes effective on interstate rates. Sup. 15 supplements Sup. 14.

**Central Freight Ass'n**, W. J. Kelly, agt., in Sup. 21 to 245, gives the local, joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., New York, Pa., W. Va., Wis., to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking same rates or arbitraries higher, as per eastbound basing tariffs and east-bound billing instructions and guide books referred to on pages 78 to 81 of tariff, as amended, and as provided on pages 69 to 77 of tariff, as amended, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective March 9.

**C. R. I. & P.** in Sup. 12 to 22000-F gives local, joint and proportional rates on grain, grain products and seeds, carloads, between Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations named under index nos. 1 to 2116, inclusive, and in items nos. 200 to 310, inclusive, of tariff, as amended, and stations on the C. R. I. & P. and connections in Ill., Ia., Minn., Mo., and S. D., including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kas.), Atchison, Leavenworth, Kas., Albright, Omaha and South Omaha, Neb., issued Feb. 7 on order of the I. C. C. Sup. 11 to 22000-F was issued Feb. 2 and was to become effective March 21.

## The Outlook for Tenant Farmers in Iowa.

The increase in value of Iowa farm land during the past few years and how it will affect the tenant farmer has been the subject of an investigation carried on by L. C. Gray and O. G. Lloyd of the Iowa Experiment Station. Data for the investigation was secured from hundreds of farms in western and northern Iowa.

From 1913 to 1918 farm incomes per acre increased approximately 65%. In contrast, average farm land values increased but 18 to 23%. The farmer's income for his labor averaged over \$1500 per year in 1918, compared with an income of but \$305 in 1913.

The increase in net earnings of the farmers caused a boom which resulted in a rapid recapitalization of Iowa farm lands on the basis of the higher prices of farm products. Based on the higher value of the land and after interest charges of approximately 5% are deducted the present average net income the farmer receives for his labor is less than it was in 1913.

In concluding their report these gentlemen say: "It has become financially undesirable as well as almost impossible for tenant farmers to acquire the ownership of farms."

"WOODEN SHIPS will be useless as far as future use is concerned. Most of the purchasers of steel ships are behind in their payments and further radical cuts in the price of steel ships will be necessary," is part of a statement made recently by Chairman W. S. Benson of the U. S. Shipping Board.

The Chicago Heights Oil Manufacturing Co. was alleged to have shipped misbranded and adulterated cake meal from Illinois into the states of Ohio and Kentucky. Adulteration was charged because cake meal made from ground flaxseed and over 50% ground flaxseed screenings had been substituted wholly for the "cake meal and from: Ground flaxseed, ground flaxseed screenings 15%" which the article purported to be. Misbranding was alleged for the reason that the statement, "Cake Meal \* \* \* made from: Ground Flax Seed, Ground Flax Seed Screenings 15%," borne on the tags attached to the sacks containing the article, regarding it and the ingredients and substances contained therein, was false and misleading in that it represented that the article was a cake meal made from ground flaxseed and 15 per cent of ground flaxseed screenings. Upon a plea of guilty being entered for the defendant company the court imposed a fine of \$25 and costs.



## Supply Trade

PEORIA, ILL.—The prospects for the building of many elevators looks good.—George Saathoof.

CHICAGO, ILL.—The National Scale Men's Ass'n will meet Mar. 15, 16 and 17 at the Auditorium Hotel.

WORCESTER, MASS.—The Hudson Belting Co. has registered the word "Titan" as its trademark No. 140,116 for use on leather belting.

PHILADELPHIA, PA.—J. E. Rhoads & Sons have registered the word "Teecone" as their trademark No. 137,679 for use on leather belting.

PHILADELPHIA, PA.—The Main Belting Co., has registered the word "Bearcat" as its trademark No. 135,377 for use on machinery belting.

GLEN COVE, N. Y.—The E. R. Ladew Co. has registered the words "Hug Tite" as its trademark No. 135,048 for use on leather belting.

MAROA, ILL.—The Maroa Mfg. Co. held its annual meeting Feb. 12. With the exception of the vice-pres., George Conover, the officers are the same as last year.

COLUMBUS, O.—The Carnegie Steel Co., plant in this city closed down for an indefinite period, Feb. 19. Business depression was given as the cause of the shutdown.

CHICAGO, ILL.—The Chicago Belting Co. has registered a circular design containing the words "Chicago Belting Co., Sterling" as its trademark No. 135,774 for use on leather belting.

CLEVELAND, O.—Quotations five dollars per ton lower on wire products are named by leading independent mills, while former differential between wire and nails has been restored.

SEATTLE, WASH.—The Weyerhaeuser Sales Co., which controls the sales of a number of mills on the Pacific Coast announced a reduction of \$2 to \$5 a thousand feet on common grades of lumber effective Feb. 13.

LEWISTON, ME.—The Androscoggin Mills have registered a semi-circular design containing the word "American" and a large letter "A" as their trademark No. 114,283 for use on grain bags. It has been used since 1870.

SAN FRANCISCO, CAL.—J. A. Johnston, warden at San Quentin penitentiary has announced a reduction in convict made grain bags of from 50% to 200%. Up to April 1 the bags will be sold for 7½c. After that date the price may be changed.

MINNEAPOLIS, MINN.—Luther S. Meeker, for many years Northwestern Representative of the Richmond Mfg. Co., died Feb. 7. He was the oldest man active in the mill machinery trade, and has enjoyed good health in recent years despite his advanced age, 80.

THE MEN who signed the Declaration of Independence had faith in it. Its success meant fame—its failure, death. But they had faith—they identified themselves with it—they signed. So with the manufacturer who advertises his goods.

LOUISVILLE, KY.—The Southern Engineering Co. recently filed articles of incorporation. Capital stock \$15,000. The new company will engage in the designing and building of grain elevators, flour and feed mills. D. S. McElroy, B. Porter and A. Cummins are the incorporators.

CHICAGO, ILL.—It's fast getting to the point where reporting a piece of real estate news concerning our prosperous labor unions is infringing on the columns of the society editor. For instance, it is now learned that the United Ass'n of Plumbers & Steamfitters is to have a palatial labor temple on the Gold Coast.—Tribune.

WE ARE using the Grain Dealers Journal in the elevator and flour mill inspection department, and find the articles relative to fire protection and fire hazard of special benefit.—Iowa Insurance Service Buro, Des Moines.

CHICAGO, ILL.—Users of printed matter who have been paying exorbitant prices for printing will be pleased to learn that the Chicago Typothetae has given notice to the union printers that on Feb. 25 it will cut \$4.65 from the weekly check. The printers have refused to accept the reduction and a strike may be called.

WASHINGTON, D. C.—Atty. Gen. Palmer on Feb. 21 ordered suit to be brought in the Federal District Court at St. Louis against the Southern Pine Ass'n, about 50 of its principal member companies and 70 individuals on the ground that they have entered into a conspiracy to curtail the production and increase the price of yellow pine lumber, in violation of the Sherman anti-trust law.

PHILADELPHIA, PA.—H. J. Griffin has been appointed special eastern sales representative of the milling machinery department of the Allis-Chalmers Mfg. Co. Mr. Griffin from 1903 to 1917 was connected with this company. Throughout the war he was connected with the ordnance department of the army, after which he again joined the forces of Allis-Chalmers, acting as general representative.

NEW YORK, N. Y.—H. P. Virus, Ltd., of this city is getting remarkable results with its rat poison, which has the peculiarity of being fatal to rats and mice, while absolutely harmless to human beings, pets and birds. It is an inoculation of a disease that is contagious only to the vermin. Riker's Island, the garbage dump of New York, had its 600 acres alive with rats until this inoculation was used. It is shipped in glass tubes and spread on bait at the rat holes.

CHICAGO, ILL.—Grain elevator operators who are interested in the efficient handling of grain, especially as it is done in the world's largest grain elevator should send for the February issue of "Webster Methods" published by Webster M'f'g Co. The well written—illustrated—description of the Calumet Terminal at Chicago, contained in this issue should be read by every grain dealer. This issue, in fact, every issue, will be sent to Journal readers who write, requesting it.

CONCORD, N. H.—The Page Belting Co. has registered the following as its trademarks on leather belting: No. 138,727. A design of an outline crown thru which is written the words "Page Belting Co."; No. 138,728. A rectangular design containing the words "Tarpon, Made by the Page Belting Co."; No. 138,872. The words, "Page Belting Co."; No. 138,877. A design containing an anchor around which is arranged the words "Anchor, made by Page Belting Co." and No. 139,091. An oval saw-tooth edged design thru which is written the word "Concord."

THE INTERNATIONAL Ass'n of Commercial Travelers' organizations has sent out letters to its 600,000 members requesting the names of hotels charging exorbitant rates and advising them to avoid hotels found to be profiteering. "Jesse James was a piker in his palmist days when compared with some hotel managers," says the letter. "The traveling fraternity has the same weapon that brought down the price of other commodities, and the Ass'n therefore urges the recipient of the letter to refuse to patronize such hotels as are charging exorbitant prices for hotel rooms or food."

MEMBERS of the National Farmers Union will meet in a large mass meeting in Washington, D. C., on April 20. Pres. Charles Barrett of the Union in making the announcement said: This is the time when the farmers should impress upon the government the need of legislative measures in behalf of agriculture.

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**Universal Grain Code**, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

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**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code** (1917), for milling and flour trades, 3½x6 inches, 77 pages, \$2.00.

**Riverside Code**, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

**Baltimore Export Cable Code**, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

**Cross Telegraphic Cipher Code**, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

GRAIN DEALERS JOURNAL

305 S. La Salle Street,

Chicago, Ill.



## Supreme Court Decisions

**Title to Crop Not Affected by Post-Dated Lease.**—A lease cannot by the device of post-dating be made to operate retroactively so as to grant a term that has already expired and convey title to a crop of hay that had been previously harvested and stacked upon the land. —Wenzel v. Taylor. Supreme Court of North Dakota. 180 N.W. 807.

**Landlord's Failure to Divide Crop.**—Where the landowner under a cropper's contract has taken possession of the crop and harvested and threshed the same, and where thereafter, upon marketing the same, he has given credit to the cropper for his share of the crop, in a statement rendered, it is held that the landowner is not in any position to maintain that conversion would not lie upon grounds of no actual division of such grain. —Littler v. Halla. Supreme Court of North Dakota. 180 N.W. 717.

**Garnishment of Proceeds of Draft.**—In a garnishment proceeding by a judgment creditor against a bank to impound money collected under a draft, wherein another bank intervened and proved ownership of the draft, plaintiff was not entitled to a judgment against the intervening bank, although it was indebted to the judgment debtor; no writ of garnishment having been sued out against the intervening bank. —Provident Nat. Bank of Waco v. Cairo Flour Co. Court of Civil Appeals of Texas. 226 S.W. 499.

**State Cannot Discriminate Against Interstate Traffic.**—Except for the war powers of the United States, the states have exclusive powers over intrastate rates, but under the guise of fixing such rates the states may not discriminate against interstate commerce, for that would nullify the power over interstate commerce conferred by the Constitution to Congress, and in such a case the state rates may be suspended as a discrimination on interstate commerce. —Public Service Commission v. N. Y. Cent. R. Co. Supreme Court of New York. 129 N.E. 455.

**Recovery of Damages for Discrimination in Furnishing Cars.**—A claim against a railroad company for discrimination in the distribution of cars in violation of its own rule, is not one which requires presentation to the Interstate Commerce Commission before an action may be maintained thereon, under Interstate Commerce Act Feb. 4, 1887, c. 104, § 9 (Comp. St. § 8573), nor is such presentation necessary, when there is no shortage of cars and the reasonableness of the carrier's rule for distribution is not involved. —Dusenberry v. Lehigh Valley R. Co. and Chas. Schaefer, Jr. U. S. District Court, New York. 268 Fed. 1009.

**Arbitration.**—There are two kinds of arbitration recognized in Missouri, statutory and common-law, and the distinction is that the submission under the statute is by writing, and under the common law by parol. Though an oral contract for the sale of wool, which was within the statute of frauds (Rev. St. 1909, § 2784), was not void, but only voidable, and would be good if there were no objections to the proof, nevertheless there can be no binding submission to arbitrators, unless in writing, and, where the submission was not in writing, no action may be maintained on the award. —Bunell v. Reynolds. Kansas City Court of Appeals, Missouri. 226 S.W. 614.

**Resale Evidence of Market Value.**—Where defendant buyer refused to take buckwheat flour contracted for, and plaintiff seller, who according to the trade custom, was holding the necessary amount of buckwheat to be ground into flour about the time of delivery, tried to make a resale, which owing to the condition of the market he could not do until two months later, at which time he ground the buckwheat into flour and delivered the flour on the resale, which left a difference between the contract and resale price of \$2,042, a complaint stating these facts was sufficient, the case falling within the provisions of Personal Property Law, § 145, if not with section 141, and the resale being at least evidence of market value; so that upon evidence of the facts alleged plaintiff was entitled to a substantial verdict. —Hayes v. Durham. Supreme Court of New York. 185 N. Y. Supp. 691.

**Premiums Over Published Market Price.**—Where a contract for sale of oil provided that the quoted market price in that field should be the basis of settlement from time to time, and there subsequently developed a system for payment of a premium over and above such price, such premium must be regarded as a part of the market price for settlement. —Taylor v. Pierce-Fordyce. Court of Civil Appeals of Texas. 226 S.W. 467.

**Delivery Without Surrender of B/L.**—Under Bills of Lading Act, § 11 (Comp. St. § 8604f), making a carrier delivering goods without taking up and canceling the order B/L liable to purchasers of the B/L in good faith, where a bank, to which a draft was sent for collection accompanied by an order B/L, delivered the bill without payment of the draft, and the buyers obtained delivery from the carrier, without surrendering the bill, refused the goods, and returned the B/L, the shippers who took back the draft and B/L from the bank to which they had sold them, with knowledge of the facts, were not bona fide purchasers. —Pere Marquette Ry. Co. v. J. F. French & Co. Supreme Court of the United States. 41 Sup. Ct. Rep. 195.

**Licensed Dealer Must Produce His Books.**—Lever Act (Comp. St. 1918, Comp. St. Ann. Supp. 1919, §§ 3115½e-3115½kk, 3115½l-3115½r), in providing for licensing of dealers in foods, feeds, fuel, etc., and for regulations requiring keeping of accounts and the inspection of business and records, does not violate Const. Amendments 4 and 5, forbidding unreasonable searches and seizures, and the compelling of one to be a witness against himself; the books and papers which the dealer is compelled to keep as a condition of doing business during the war not being "private papers" within the meaning of the Constitution, but records of a quasi public nature, the keeping of which is a condition of his doing business, by the acceptance of which condition he may be deemed to have waived the constitutional right which he would otherwise have. —United States v. Mulligan. U. S. District Court, New York. 268 Fed. 893.

**Shipping Goods to Seller's Order Instead of as Directed.**—Where defendant, after negotiations with plaintiff for the purchase of beans, wired that they would accept one carload and to ship them to A. & Co. on bill of lading with draft attached, plaintiff breached the contract by shipping them to its own order with no instructions to the carrier to notify anyone of their arrival, resulting in the intended consignee not receiving them for some time, and could not insist on defendant being bound by the contract. Where beans ordered by defendant from plaintiff were not shipped as directed, and defendant was therefore unable to fill its contract with a third person, and on receipt of the beans sold them and remitted the proceeds after deducting charges with a statement that the check was sent in payment of the beans, defendant's acceptance of the payment without protest satisfied the debt. —Geo. A. Moore & Co. v. Armour & Co. Court of Civil Appeals of Texas. 226 S.W. 689.

**Excessive Draft Invalidates Tender.**—Where a seller of 1,000 bushels of corn shipped 1,500 bushels, and sold the additional 500 bushels to the buyer by an oral contract, void under the statute of frauds, and attached the B/L to a draft for the entire amount, there was no valid tender of the 1,000 bushels. —Moran Grain Co. v. Thurman-Davis Grain Co. Springfield Court of Appeals, Missouri. 226 S.W. 84.

## Freight Overcharges Recoverable Under Missouri Maximum Rate Law.

Shippers of grain and many other commodities entitled to recover overcharges under the Maximum Freight Rate Law of 1907 will be glad to learn that their position has been sustained in a decision by the Supreme Court of Missouri given Nov. 20, 1920, in the case of Monarch Vinegar Works v. C., B. & Q. R. R. Co., affirming the judgment in favor of the plaintiff by the circuit court of Jackson County.

The shipments in question moved in 1911. Appellant railroad company was one of the plaintiffs in the Missouri Rate Cases which were instituted to enjoin the enforcement of the rate statutes of 1905 and (by supplemental bill) of 1907. The taking of the evidence in these cases was finished in 1908, and the decree in the Circuit Court was rendered April 1, 1909. That decree enjoined the enforcement of the acts mentioned in so far as they affected freight rates. On appeal to the Supreme Court of the United States the decree of the lower court was reversed in June, 1913, and the lower court entered its dismissal of the bills in February, 1914. In this case appellant contends it has the right to litigate the validity of the rate which it charged and collected on apples in October and November, 1911, after the decree of the Circuit Court in the Missouri Rate Cases and prior to the decision of the Supreme Court of the United States on appeal therein. Respondent contends to the contrary, and the trial court held with it. The mandate of the Supreme Court ordered the dismissal of this appellant's bill in the Rate Cases "without prejudice" (230 U. S. loc. cit. 509, 33 Sup. Ct. 984, 57 L. Ed. 1595), and the order of dismissal in the Circuit Court followed the mandate. Respondent contends the decision in Missouri v. C., B. & Q. R. R., 241 U. S. 533, 36 Sup. Ct. 715, 60 L. Ed. 1148, determines the question in this case in its favor, and appellant takes the contrary view. Counsel differ concerning what was actually decided in that case, and this difference arises from conflicting constructions of the language of the opinion.

The Missouri Supreme Court said: In the case before the Supreme Court of the United States the bill of complaint sought the recovery of overcharges during the years 1909, 1910, 1911, 1912 and 1913. The plea that the rate statute was confiscatory was general, and was applicable to all the overcharges the recovery of which was sought. The motion to strike out this plea was general, and the opinion shows that it was stricken from the answer, not qualifiedly but entirely. With these facts in view, it is clear the Supreme Court was dealing with the plea, not only as against overcharges (if any) antedating the decree of the Circuit Court, but also those during the period succeeding that decree and preceding the decree in the Supreme Court on appeal. The plea was, as in this case, directed to overcharges in 1911, as well as in other years. When the opinion is read in the light of these facts, the asserted doubt concerning its meaning is dispelled, and it becomes full authority for the action of the trial court in sustaining the ruling of the referee excluding the evidence tendered to show that the statutory rates were confiscatory in character in 1911. It also answers other questions raised by appellant which depend upon a different construction of the opinion.

The judgment is affirmed.

CHINA'S INABILITY to rapidly move food or other materials from one part of the country to the other is resulting in one part of the country living in comparative plenty while other sections a few hundred miles away are starving, according to an American church worker who has been in China for over five years.

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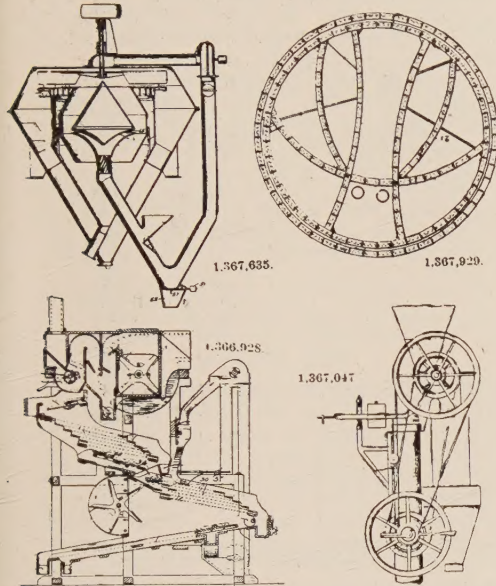
References: Any bank, mercantile agency, commission firm or the editor of this publication.



## Patents Granted

**1,367,047 Automatic Feed Regulator.** George Hoepner, Chicago, Ill. In this weighing machine material is delivered in the form of a stream and a drip to a beam. Thru a mechanism provided the stream may be changed to a drip on certain movements of the weighing beam.

**1,367,929. Grain Elevator.** Halver Straight, Adel, Ia. This elevator has a reinforced circular



outer wall and a series of partition walls. Each partition is formed of a reinforced tile arch.

**1,366,928. Grain Separator.** Richard L. Owens, Minneapolis, Minn. In this separator a vibrating shoe is provided with a set of inclined sieves. Beneath the lower sieve is an inclined board or deck parallel to the sieves. Below is another inclined deck for discharging the grain after it passes thru the separator. The apparatus is provided with a means for regulating the material passing thru it.

**1,367,635. Air Separator.** Thomas J. Sturtevant, Wellesley, Mass., assignor to the Sturtevant Mill Co., Boston, Mass. In this separator material is cleaned or separated from other substances by means of air currents. Material is introduced thru a hopper into an air passageway, from which it is carried to a separating chamber. Here it is subjected to other air currents from an overhead fan. After this treatment a means is provided for the discharge of the material from the separating chamber.

## Prizes Awarded for Rapid Coal Unloading.

The Godfrey Conveyor Co. some time ago instituted a prize competition for users of the Godfrey Conveyor, offering a reward for those who could show the best work.

In judging this contest the following details were taken into consideration, namely, weight of coal, size of lumps, distance bucket was raised, lowered and conveyed, the size motor that was used for power and the time consumed in the operation.

The first prize of \$50 went to Hilligoss & Son of Shelbyville, Ind., who unloaded 96,600 lbs. of lump coal and conveyed it to storage 87 feet from the railroad siding in 78 minutes. Each bucket was raised and carried at a height of 30 ft. and lowered to the ground storage.

Second prize of \$25 went to the Finch Coal Co., of Kokomo, Ind., which unloaded 94,200 lbs. of lump coal and conveyed it to storage 150 ft. from the railroad siding in one hour and forty minutes. Each bucket load was

raised and carried at a height of 50 feet and lowered to ground storage.

Other prize winners were: W. G. Block, Fairfield, Ia.; Fred Scherer, Ottawa, Ill.; Edwards Coal Co., Ames, Ia.; and Quincy Coal Co., Quincy, Ill. The W. J. Baker Co., of Janesville, Wis., and Manhart Coal Co., Northfield, Minn., received honorary mention.

## Illinois Farmer Dealers Meet.

The annual convention of the Illinois Farmers Grain Dealers Ass'n was held in Champaign, Ill., on Feb. 8, 9 and 10.

After George A. Roberts of the Champaign Chamber of Commerce welcomed the dealers to Champaign, pres. of the Ass'n John Miller read his annual address. Among other things he said that freight rates should be readjusted to a peace time basis and that railway labor should take its share in the general readjustment.

Sec'y Lawrence Farlow in his annual report told of the activities of the Ass'n during the past year. He stated that the time was ripe for the farmers to enter the terminal markets but he failed to bring to the attention of the dealers present figures to substantiate his convictions. His report on the financial condition of the Ass'n showed that the Ass'n had a balance on hand of \$3007.

Others on the program included Clifford Thorne, Chicago, Ill., attorney for the Ass'n; Frank Myers, National sec'y, and E. G. McCullum, sec'y of the Indiana Ass'n.

On the evening of Feb. 8 the Champaign Chamber of Commerce was the host of the visiting dealers and for their entertainment provided a double boxing and wrestling show.

Officers selected for the coming year follow: Pres., Harry Wood, Delavan; first vice-pres., Fred Mudge, Peru; second vice-pres., L. B. Olmstead, Sumner; treas., Wm. Hendahl, San Jose.

Before adjourning the Ass'n adopted several resolutions, a few of which follow:

### Protest High Ground Rentals.

Whereas, grain elevators and warehouses are among the indispensable agencies which have contributed to the development of Agriculture in Illinois to its present supreme importance.

Whereas, the railroads of the state have received and enjoyed their full share of the benefits of such development.

Whereas, the construction of country elevators by greatly reducing the amount of rolling stock necessary for transporting the crops of the state has benefitted the railroads more than any other industry, and

Whereas, many such elevators have been built upon land belonging to the railroads in many cases upon suggestion of the railroad company and are of such character that they cannot be moved, now therefore be it

Resolved, that the Farmers Grain Dealers Ass'n of Illinois protests against the action of some of the railroads in raising the rental charges for the use of railroad land for elevator sites, to prices far above those agreed upon when the elevators were built and beyond any justified by any fair measure of value and based in fact upon the unfortunate position and necessity of the elevator company.

### Endorse Capper Bill.

Whereas, we all recognize the difficulty in drawing a statute defining the line between the legitimate transactions in futures and gambling, yet Senator Capper has attempted to do that very thing by introducing such a bill in Congress, therefore be it

Resolved, that the Farmers Grain Dealers Ass'n of Illinois in convention assembled, endorse the principles of the Capper bill, having for its object the elimination of gambling in farm products.

## Books Received

CZECHOSLOVAK REPUBLIC, its Economical, Industrial and Agricultural Resources, is a pamphlet giving interesting statistics on the crops produced in the new republic, published in English at Prague. Paper, 84 pages and two maps. Sent gratis by the Czechoslovak Embassy, Washington.

# HESS

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**Grain Dealers Journal**  
305 So. LaSalle St., Chicago, Ill.



## Insurance Notes.

HEADQUARTERS of the Mutual Fire Prevention Buro after April 1 will be located at 230 East Ohio St., Chicago, Ill. The offices of the Buro have since its organization been located at Oxford, Mich.

MATCHES used by careless smokers caused a fire loss in the last five years of \$23,454,569. An investigation shows that matches have caused more fires in New York than any other source.

LOSSES arising from the faulty installation of electrical connections appliances and machinery have been condemned by the Western Ass'n of Electrical Inspectors. A recommendation has been made urging the insurance companies to increase rates if amateur electricians do the electrical work.

"RATING BUROS which fix fire insurance rates in the state of Indiana subject to approval by the state insurance department shall notify every owner of property in writing of a change to be made in insurance rates," is the substance of a bill introduced into the Indiana Legislature by Senator Douglas.

ARNOLD REDFIELD, in the insurance business for over forty years, and one of the widest known adjusters of fire insurance on grain elevators and flour mills, passed away at his home in Indianapolis, Ind., on Feb. 1, at the age of 80 years. Mr. Redfield entered the insurance business with his brother in Chicago in 1880, took up field work and the adjustment of losses and has been in that line of work practically ever since. Fourteen years ago he moved to Indianapolis. He is survived by a daughter and son who reside in Chicago.

LEWISTON, ME.—Workmen's compensation was awarded by the Industrial Accident Commission and confirmed by the Supreme Court of Maine Jan. 18 in the case of Joseph Patrick against the J. B. Ham Co., dealing in grain. Patrick and another were loading a car with sacks of corn and mixed grain. With each lifting the end of a bag the bags were lifted off a truck and thrown on top of the pile in the car. After lifting 2 bags that morning Patrick fell unconscious and died at 10 p. m. of cerebral hemorrhage. The Royal Indemnity Co. had appealed from the award, alleging that Patrick was stricken before he lifted any of the sacks. Judge Philbrook dissented from the opinion of the majority of the court. When employers are required to pay compensation for deaths not due to the severity of the work but to the unsuspected infirmity of the workman the need for liability insurance is emphasized.

## Report of Ohio Grain Dealers Mutual.

The Ohio Grain Dealers Mutual Fire Insurance Ass'n, thru J. W. McCord, sec'y-treas., in its 19th annual report shows total receipts for 1920 including balance from 1919, of \$33,928.34. Disbursements for the year include net losses amounting to \$8,426.60, other expenses including salaries amounting to \$9,148.51, leaving cash assets of \$16,353.23. After compilation of liabilities and additional assets, the net assets or surplus totals \$22,796.44.

Insurance in force Dec. 31, 1920, amounted to \$1,681,400, compared with \$1,607,500 in force on Dec. 31, 1919.

## Iowa Farmer-Dealer Managers Form Club.

Managers of the farmer companies which constitute the membership of the Farmers Grain Dealers Ass'n of Iowa have formed a managers' organization known as the "Managers Club of the Iowa Farmers Grain Dealers."

The club formed at the recent meeting of the Ass'n at Ft. Dodge is to be presided over by W. J. Lynch, Green Mountain, Ia.

FAILURE of the State Bank of Crocus, Crocus, N. D., on Feb. 22, makes the 37th bank failure in that state during the past two months.

## Fire Prevention Education.

Bills have been introduced in the legislatures of several states providing that course of Fire Prevention be instituted in all public schools.

The fundamental principles of Fire Prevention are simple. They can well be comprehended by a child of twelve. That is the impressionable age, and lessons taught then govern the habits of a life time. It is not necessary that a child understand just why certain conditions produce certain results. If told by its teacher that they do, the child will believe it and will continue to believe it in after life.

Education is essential to Fire Prevention and the one means of reaching all the people at some time in their lives is the public school.

The statement is made that 75% of all fires are preventable. The annual fire loss of the United States is placed at \$300,000,000, and to that should be added some millions for interruption of business. What would your loss be in dollars if you wife or child were burned to death? Multiply that by 23,000, the number killed annually, and add your estimate of the loss from 17,600 injured. Set down the figures and arrive at your own total.

From a purely business standpoint it is reasonable to suppose that the application of a practical knowledge of fire prevention will reduce the fire loss one-half. In fifteen years we could build the Great Lakes to the Sea waterway, and connect it up with the Mississippi River system with the money now being wasted.

Sit down today and write your Congressman asking him to endorse the School Fire Prevention Course Law or introduce such a law if it has not already been done.—Mutual Fire Prevention Bureau.

## Will Encourage Poor Farming.

Through poor farming methods, North Dakota farmers have depleted the soil to such an extent that it is no longer possible to raise a good crop of wheat, while through the endorsement of a vicious political system and an unsound economic policy, general business in the state of North Dakota has likewise been ruined. In normal times, the citizens of North Dakota would be condemned for their ignorance and folly, and would be compelled to work out their own salvation through their bitter experiences, but not so today, for the Senate of the United States has just passed a bill providing a fund of \$5,000,000 to aid the farmers of North Dakota. Surely it is a changing world.—Hulburd, Warren & Chandler.

## Illinois Is Burning.

Springfield, Ill., Feb. 16—A fire broke out somewhere in Illinois every 37 minutes last year and the property destroyed would have entirely paid for the Illinois deep waterway bond issue. There were 14,167 fires, with a loss of \$20,175,422, according to State Fire Marshal John G. Gamber.

While the shortage in homes was desperate, a residence caught fire every hour and a half and the value of residence property destroyed would have built 835 new homes at \$5,000 each. The total dwelling house loss was \$4,177,335, caused by 6,385 fires.

Largest losses by occupancy were: Factories, 622 fires, \$4,567,671, loss; stores, 1,103, \$2,234,623; barns and stables, 837, \$1,455,715; warehouses, 141, \$1,063,343; garages, 447, \$886,748. Railway cars to the number of 188 and value of \$1,334,723, were burned.

Electricity ranked first as causing the largest loss, \$1,206,423. Other important causes were: Defective chimneys, \$1,189,990; sparks on roofs, \$1,035,889; lightning, \$994,913; exposure, \$947,734.

There were 18 fires in elevators and grain warehouses, with a loss of \$409,687, and six in flour mills, with a loss of \$210,100. Thirty-seven fires in granaries cause a loss of \$71,977.

Deaths caused by fire and burns during the year totaled 197 and injuries 284.

## The Winner.

There is a type of fellow who is called ubiquitous; meaning one who seems to be everywhere; but applied to every day life, the fellow who is always there. If the game is politics, whether he is on the top or the bottom, you will find him on deck whenever there is anything of interest going on. If it's business, put him out twenty-five times, and he returns. He may be repulsive to you; he may have a manner that repels you; but give him time and that fellow will force you to recognize him.

In the end he will win out no matter what the odds against him. The rest of us sit around and wonder how he does it. He does it by keeping everlastingly at it; by forcing the world to accept him at his own value.

It is not the bright fellow; it is not the fellow who has brilliant spurts and then relapses into unconsciousness for long periods that picks the persimmons. It is the ubiquitous individual; the fellow who is everlastingly at it; the fellow that always answers the roll call regardless of weather conditions or other inconveniences; the fellow who is always there to see what's going on is the one that wins in the end; and he'll win in spite of the devil and high water.

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary  
Write for Information Regarding Short Term Grain Insurance

## No Stove Fires

One of the reasons why we were able to make a material reduction in our cost this year was that we have had no heavy fires from defective stoves and flues for two years. Reduced fires has meant reduced insurance cost. Let us keep the good work up. No stove fires this season. See that your fire fighting equipment is in working order at all times.

C. R. McCOTTER  
Western Manager  
Omaha, NebraskaC. A. McCOTTER  
Secretary  
Indianapolis, Indiana

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cattle, sheep and hogs from the time of loading at point of origin until arrival and unloading at destination. Loss from fire, train wreck, collision, heat or cold, theft or crippling, is paid promptly at market values. Policies may be secured in the name of the individual or association. There is no red tape and the cost is low when the broad protection offered is considered.

For particulars address

R. H. WEST, Jr., Gen'l Mgr.,  
HARTFORD TRANSIT LIVE  
STOCK DEPARTMENT,  
39 So. La Salle St., Chicago.

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in most convenient and attractive form liberal lines of insurance to owners of mills and elevators and to shippers of grain. Through frequent inspections by trained experts, policyholders are helped to avoid losses and the inconvenience caused by fire. Insurance against fire, lightning and tornado on mills, elevators and grain while in transit due to fire, derailment, collision, theft, tornado and flood; are specialties with this Company.

For particulars address

HARTFORD FIRE INSURANCE COMPANY,  
Mill and Elevator Dept.,  
H. W. DONNAN, Supt.,  
39 So. La Salle St., Chicago.

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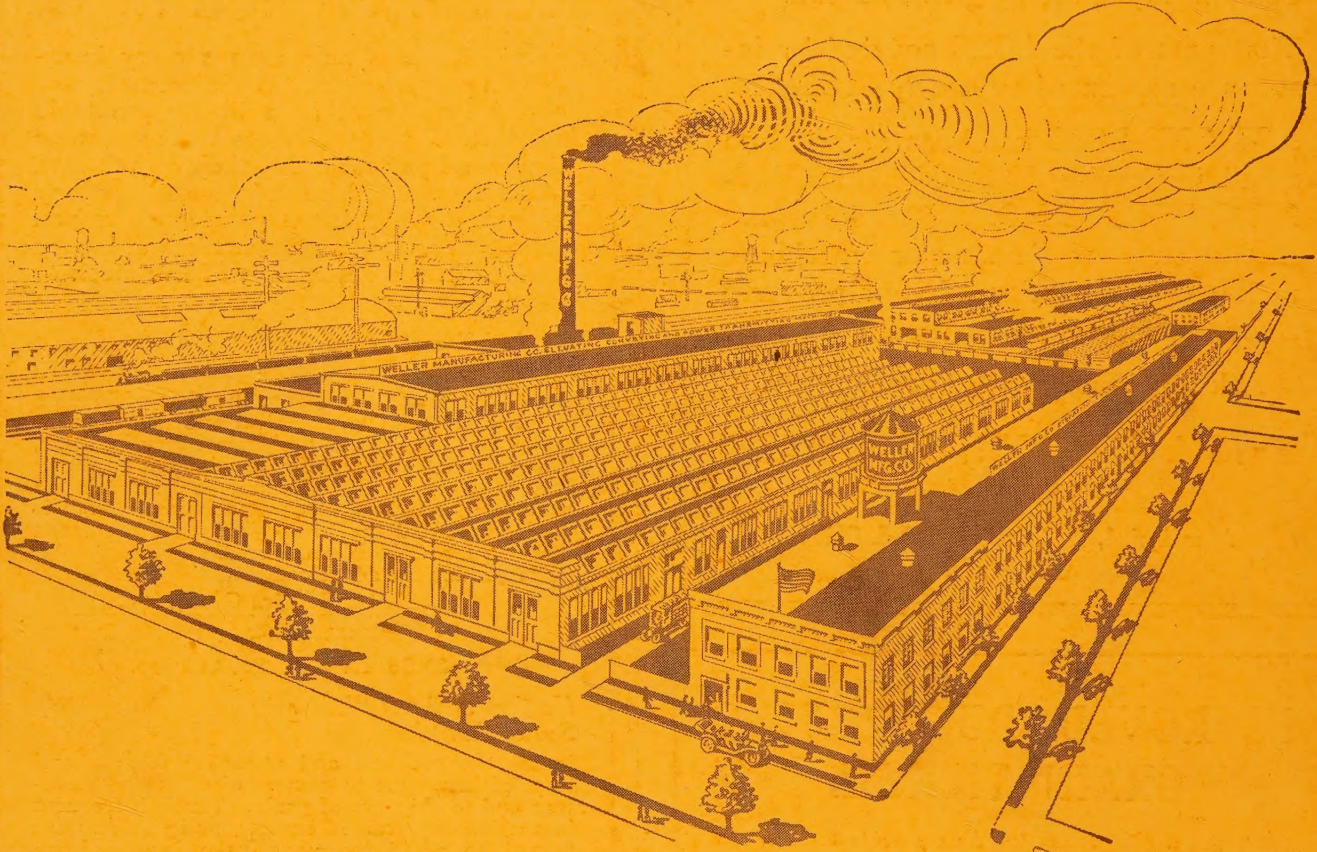
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